LETTERS from a SELF-MADE MERCHANT to his SON

Written in Gregg Shorthand

504
LAWRENCE BUSINESS COLL.

Letters from A Self-Made Merchant To His Son

Being some of the letters written by John Graham, head of the House of Graham & Company, Pork Packers in Chicago, familiarly known on 'Change as "Old Gorgon Graham," to his son, Pierrepont, facetiously known to his intimates as "Piggy."

By
GEORGE HORACE LORIMER

Written in Gregg Shorthand

Published by kind permission of
SMALL, MAYNARD & COMPANY, BOSTON

Chicago:
THE GREGG PUBLISHING COMPANY
1903

Preface

ONE of the most interesting and helpful books published in recent years is "LETTERS from a SELF-MADE MERCHANT to his SON," *by George Horace Lorimer*. We read these letters with much pleasure when they were appearing in serial form and made use of them—as did many other teachers—in giving advanced dictation to shorthand students. They were a welcome relief from the monotony of continuous dictation of business papers and correspondence, and at the same time they enforced many valuable lessons in such a way as to impress them vividly upon the minds of the students. The dictation of something in a lighter vein is desirable occasionally, and for this purpose there could be nothing more suitable than the letters contained in this book.

In issuing this selection of letters from the original book we desire to acknowledge our indebtedness to the publishers, Messrs. Small, Maynard and Company, for permission to use a certain number of these letters in this way, and also to the artists, B. Martin Justice and F. R. Gruger, for the use of some of the illustrations.

To those who enjoy reading these letters we heartily commend the complete work, which contains a number of others equally entertaining and helpful.

THE GREGG PUBLISHING COMPANY.

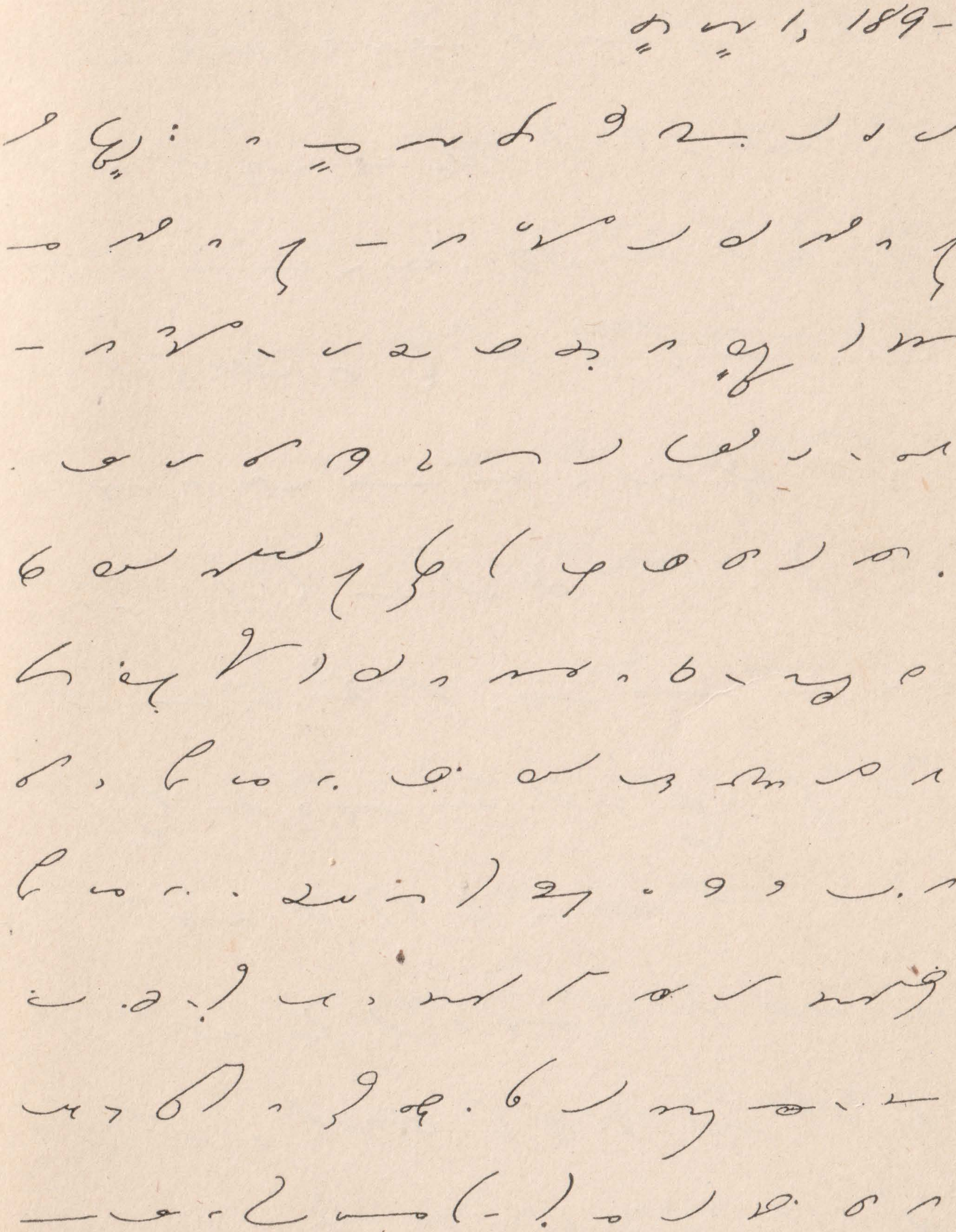
Chicago, November, 1903.

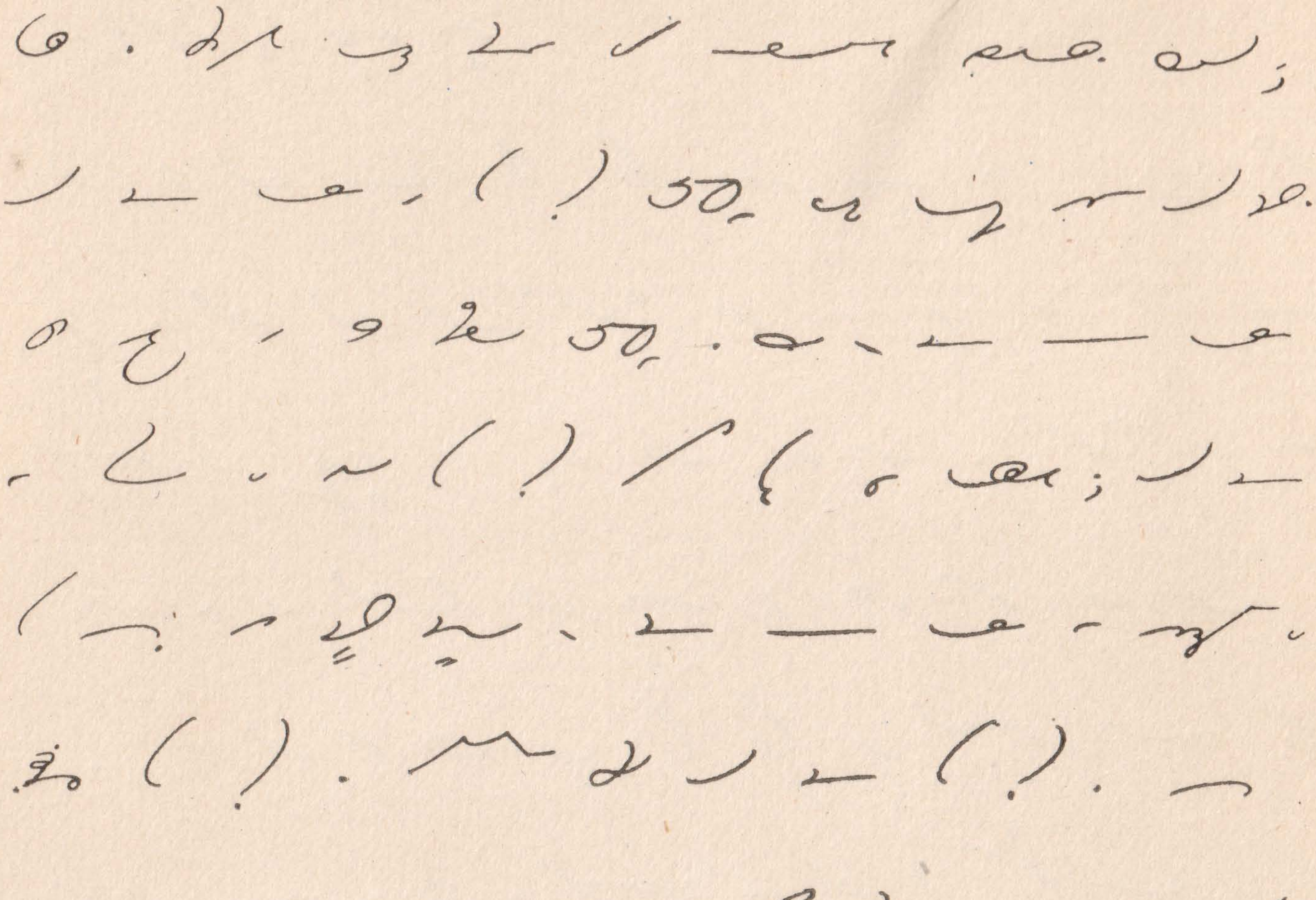


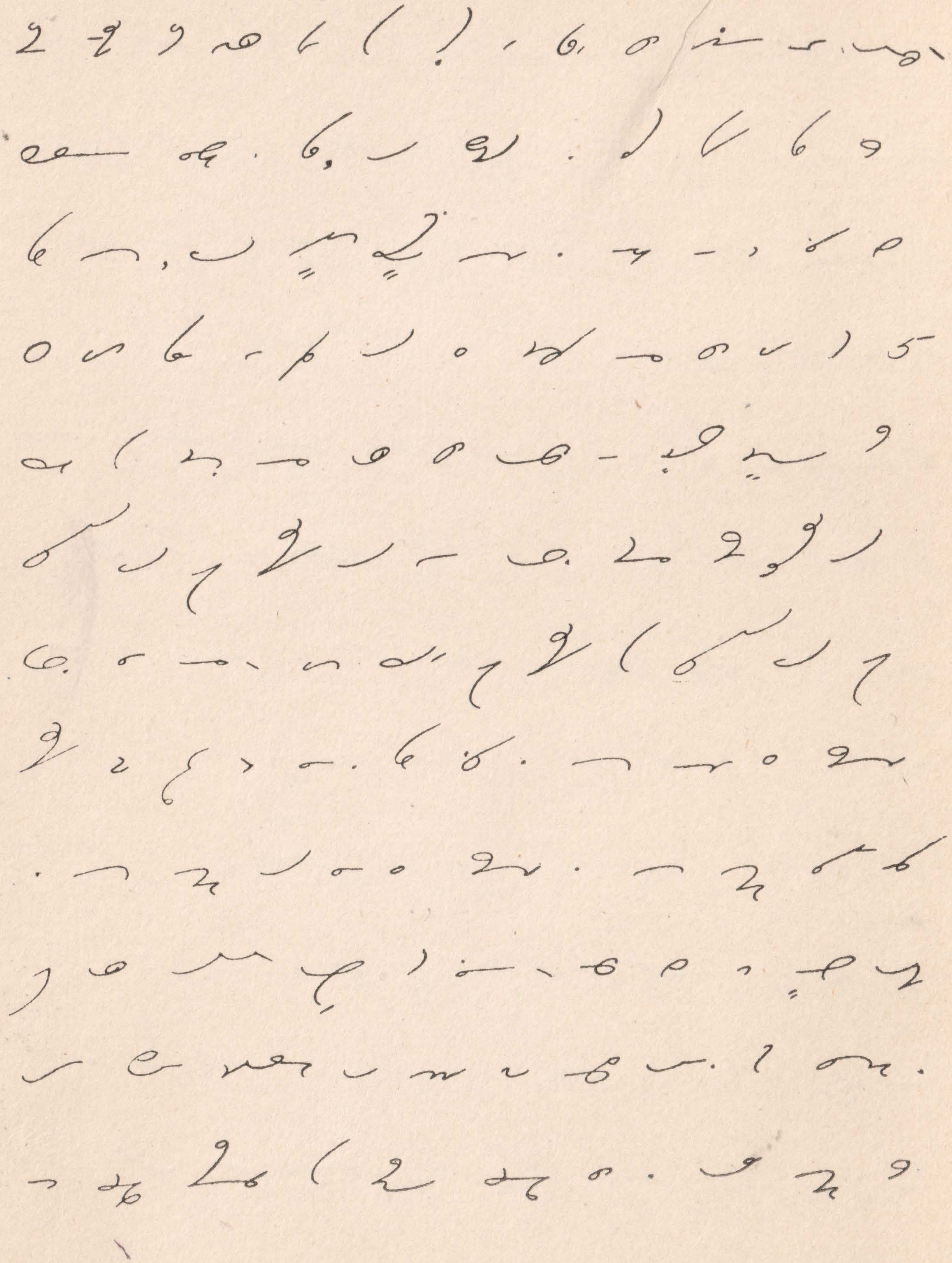
"Old Doc Hoover asked me right out in Sunday School if I didn't want to be saved."

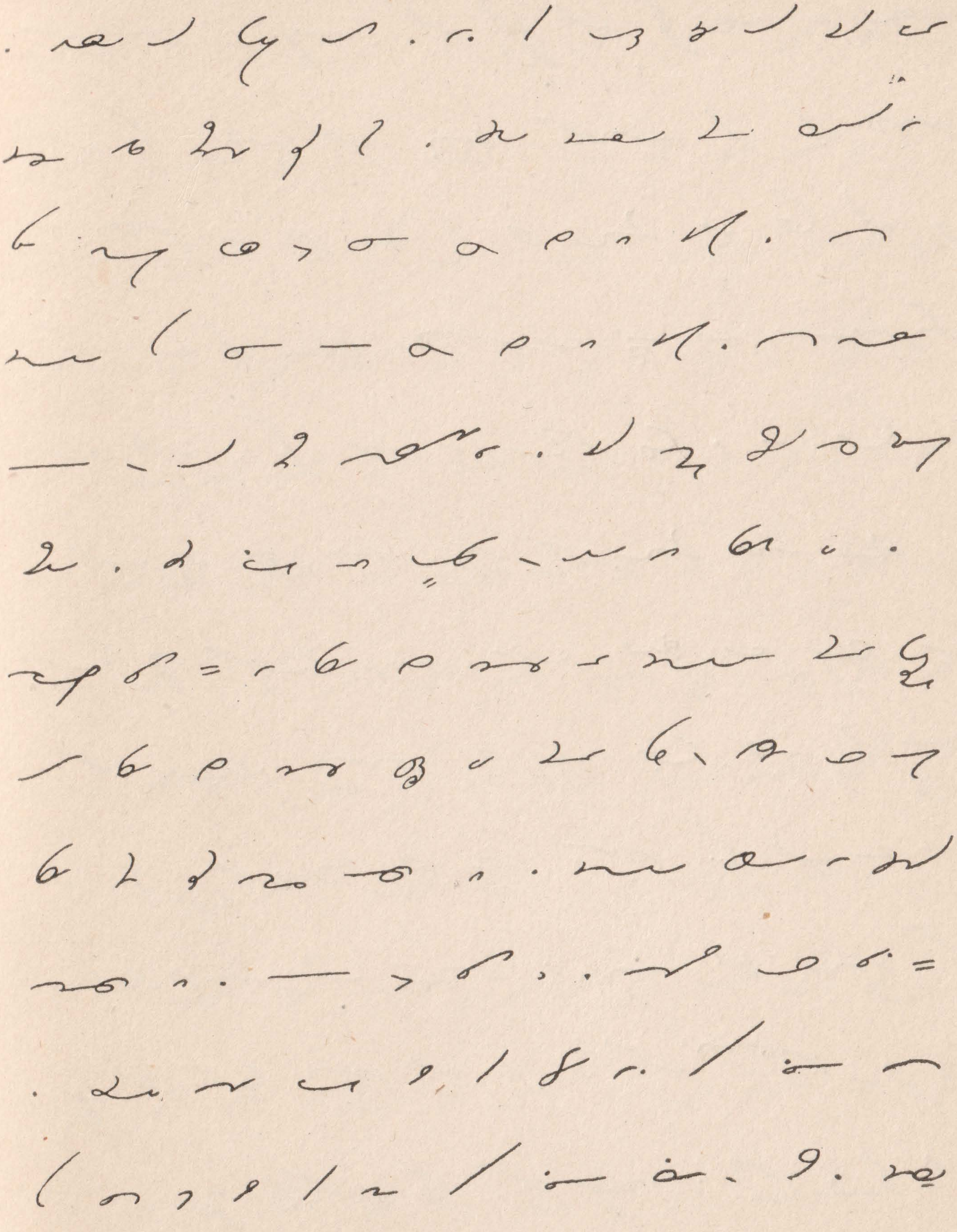
No. 1

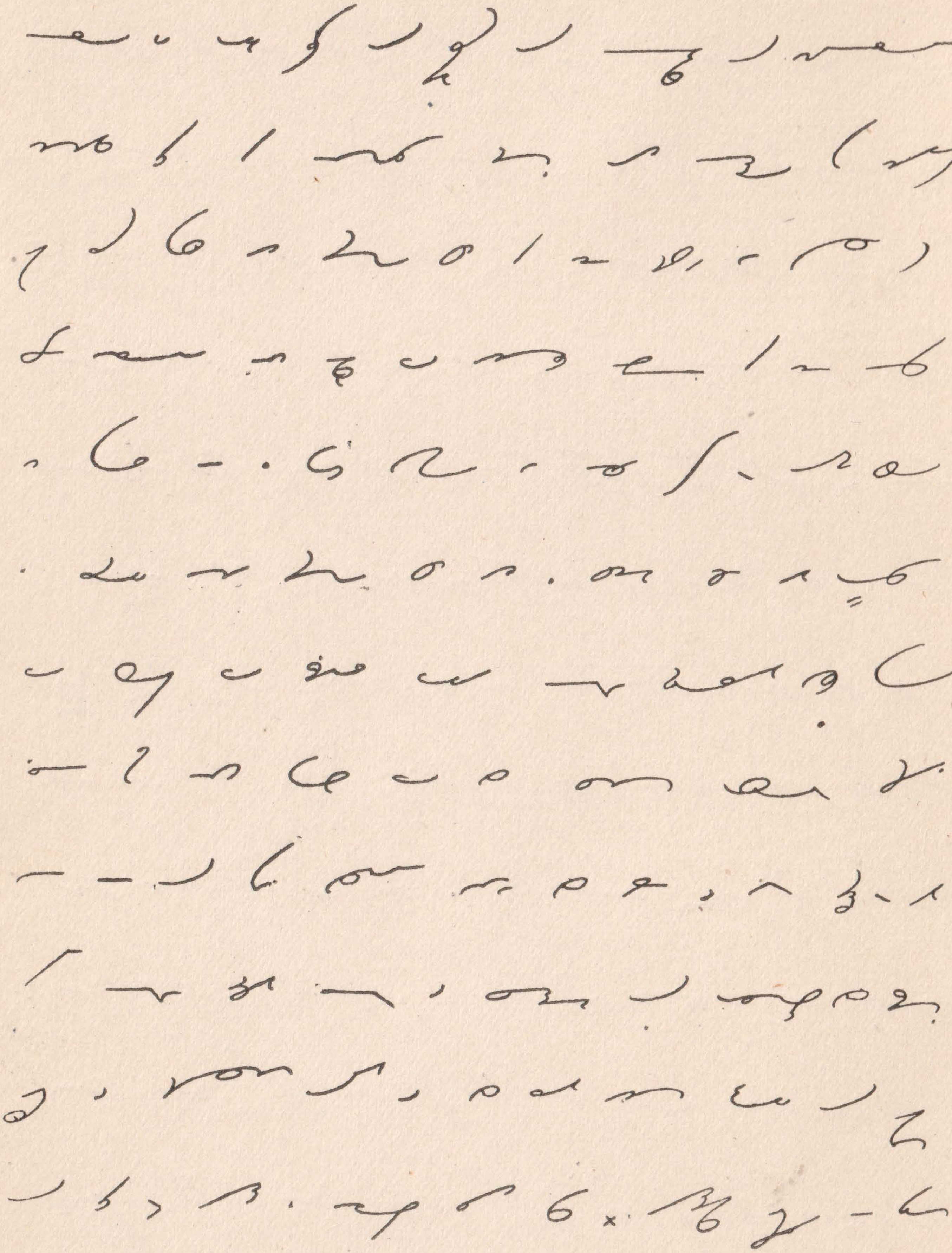
FROM John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at Harvard University, Cambridge, Mass. Mr. Pierrepont has just been settled by his mother as a member, in good and regular standing, of the Freshman class.

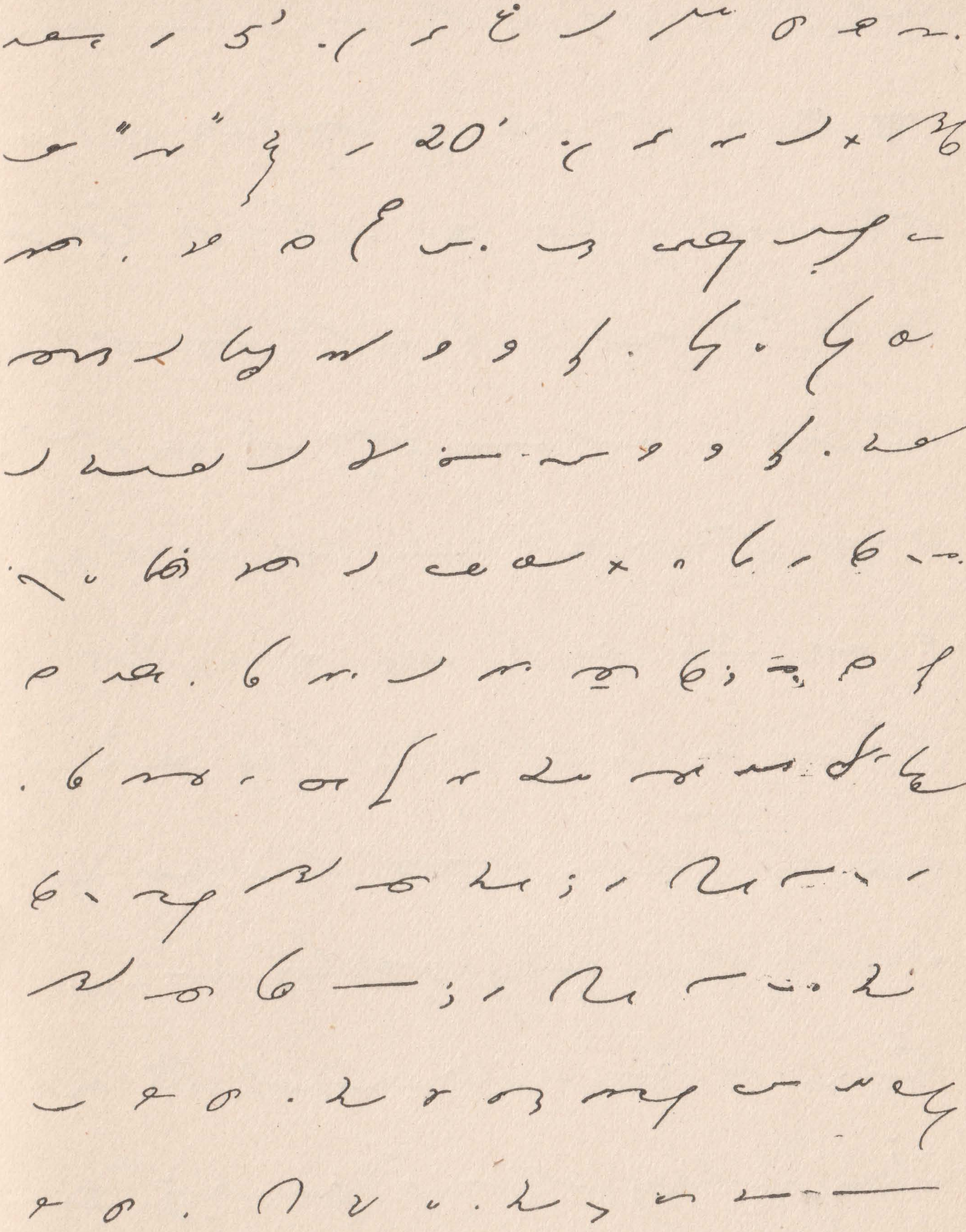


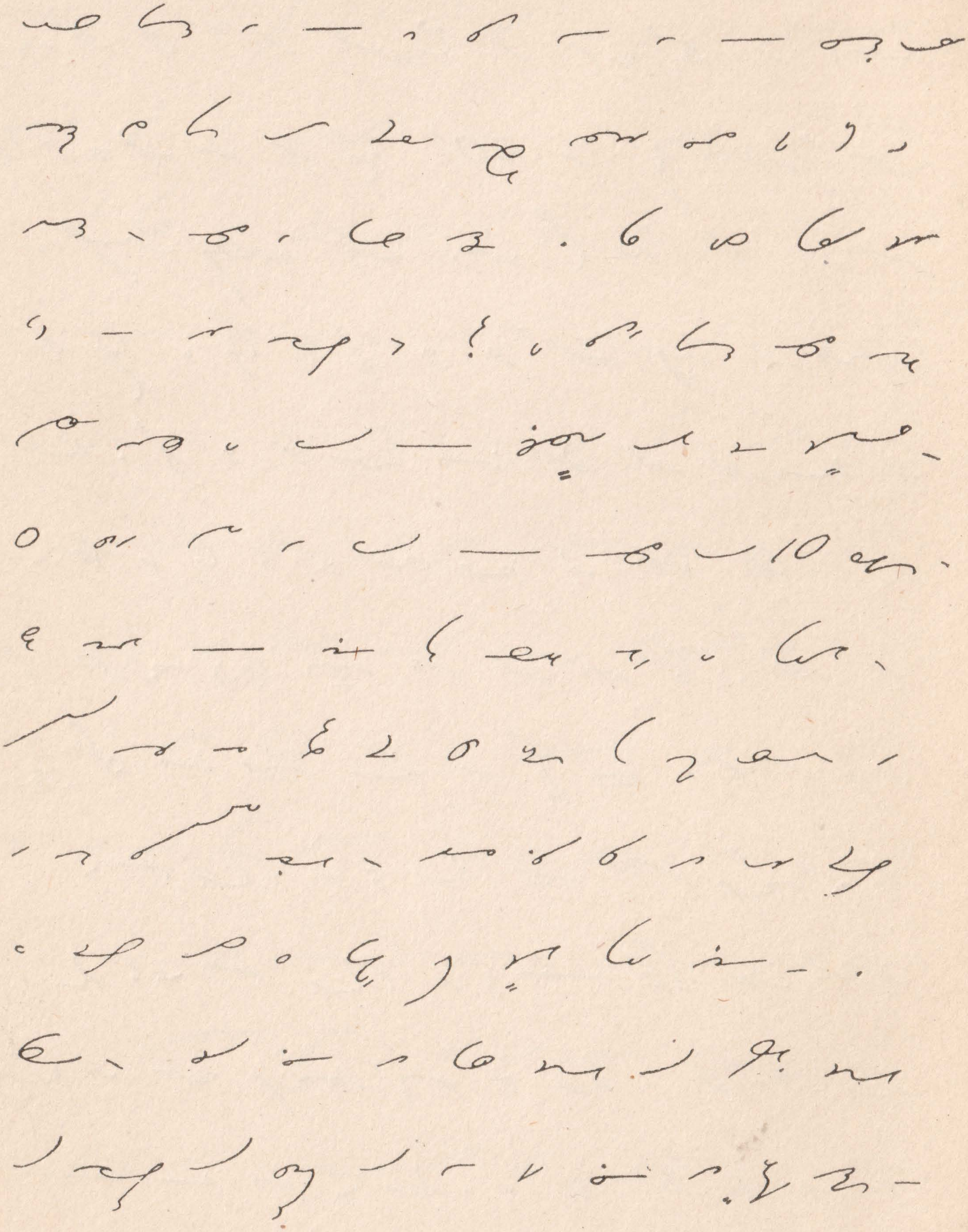


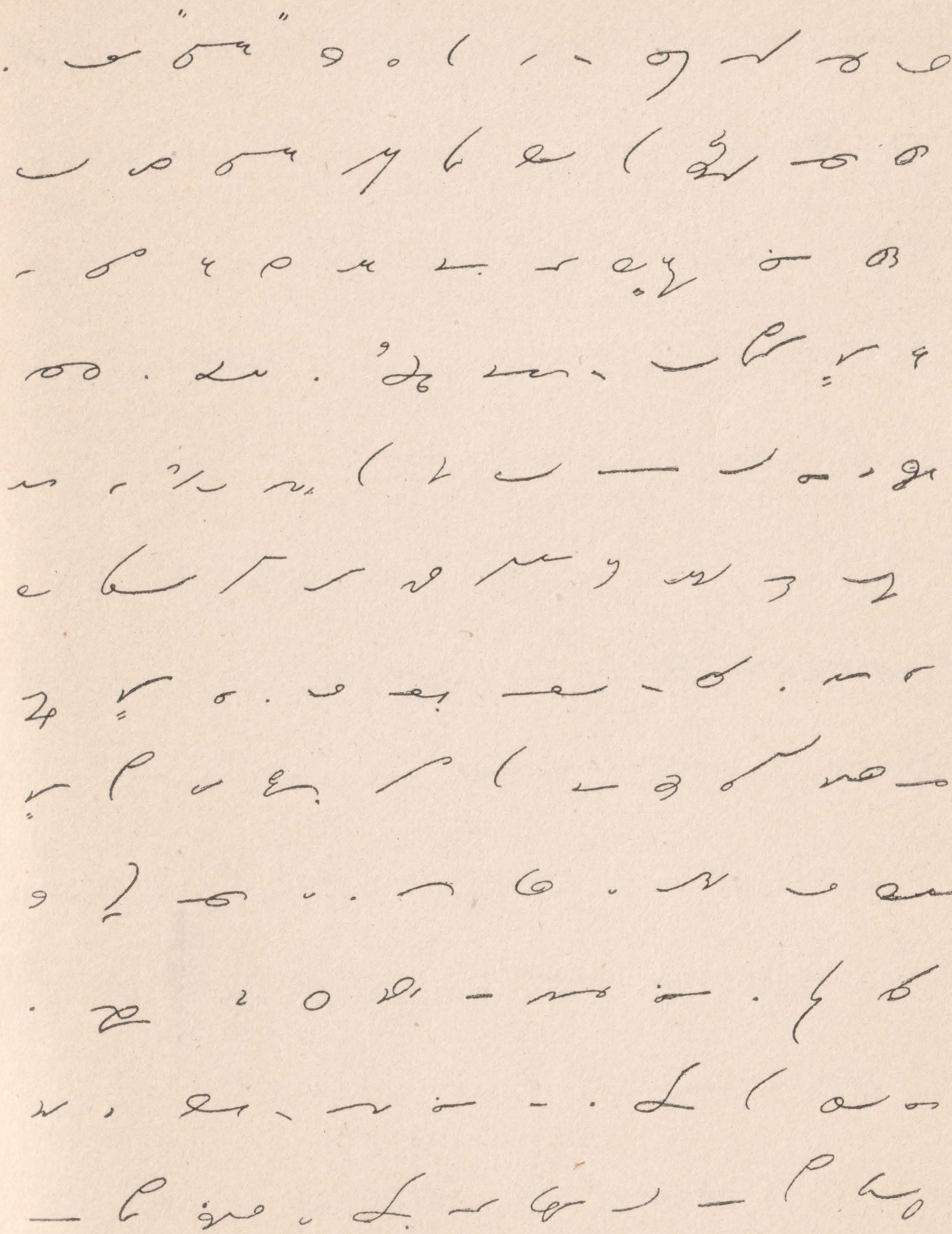


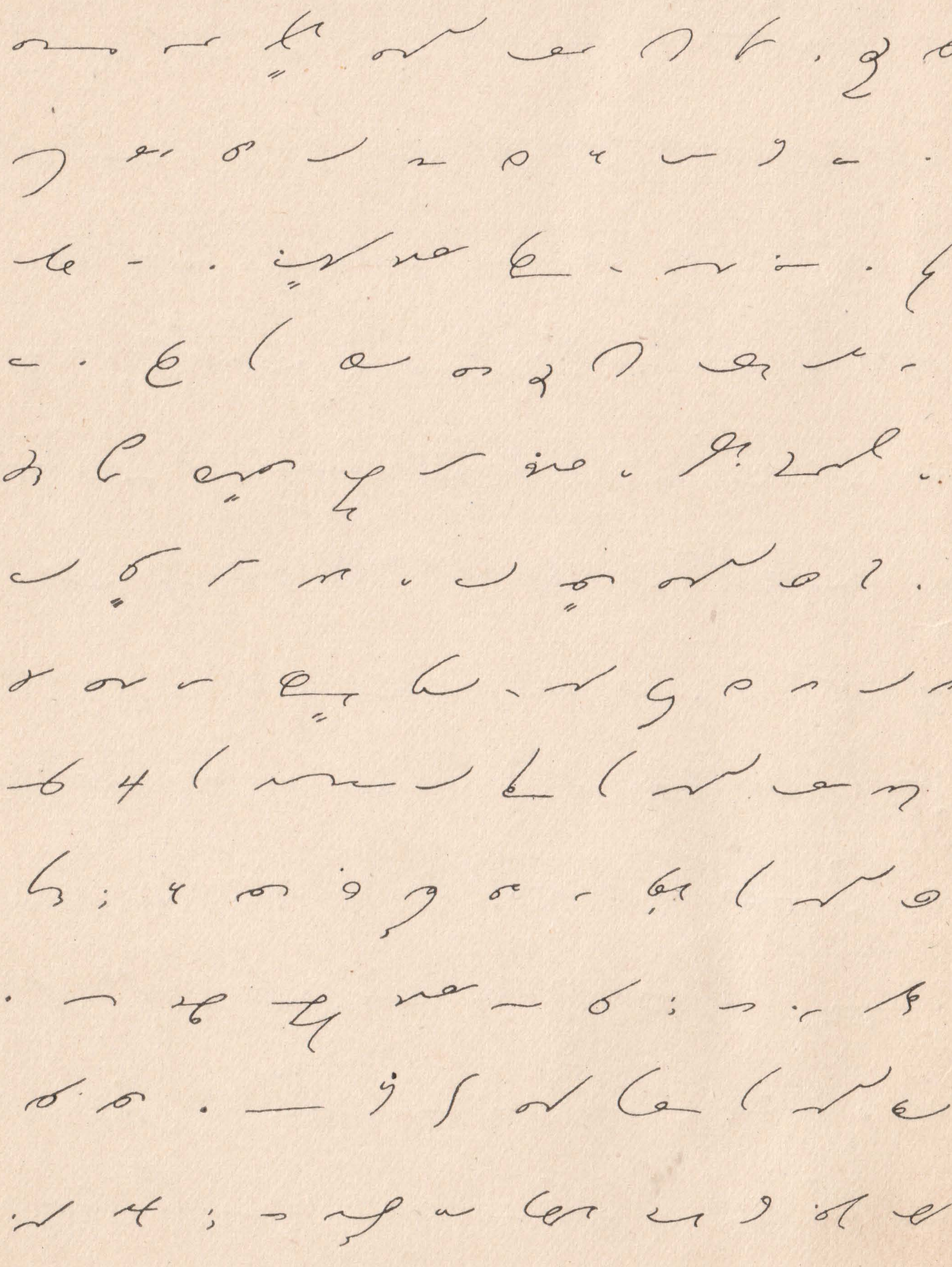


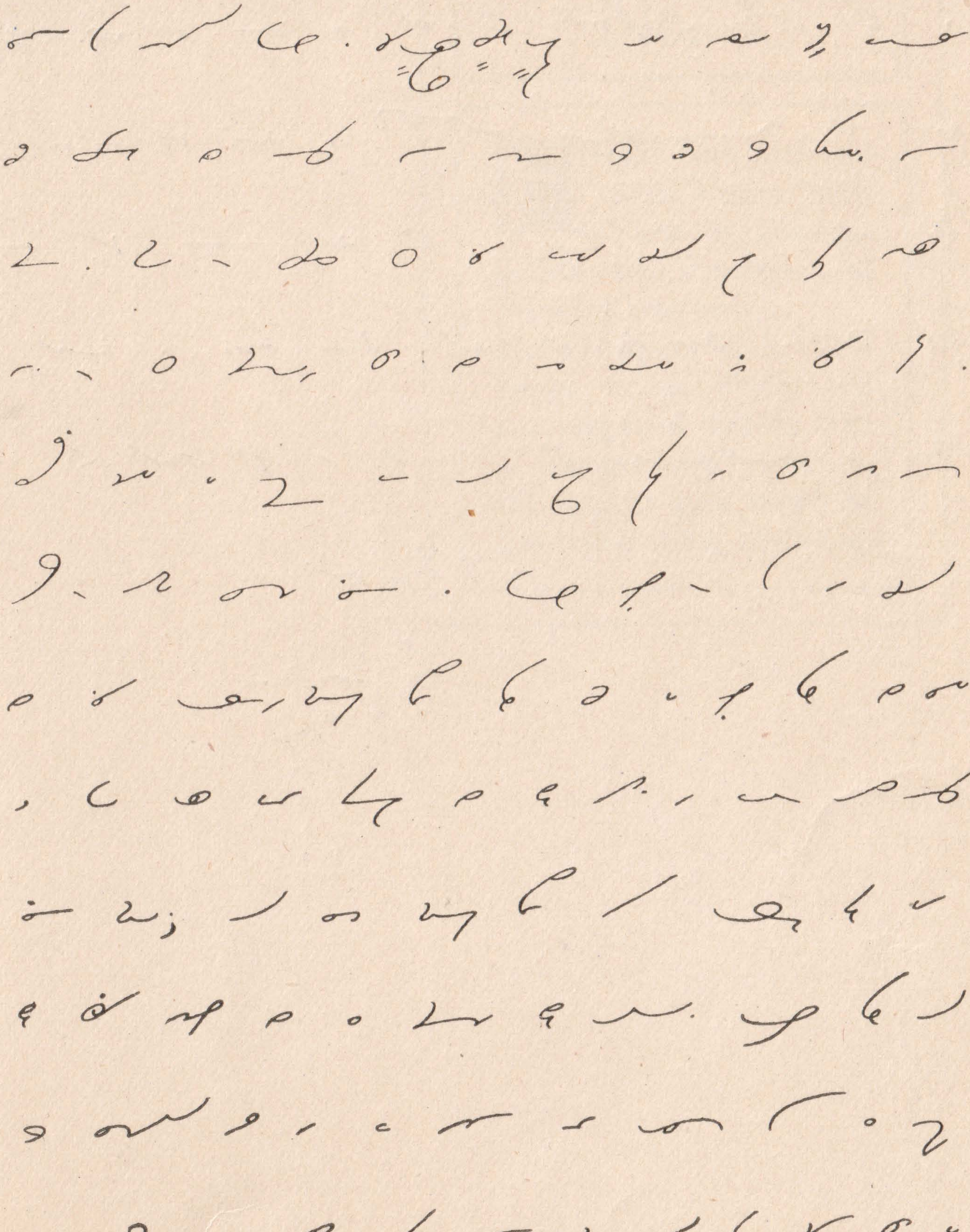


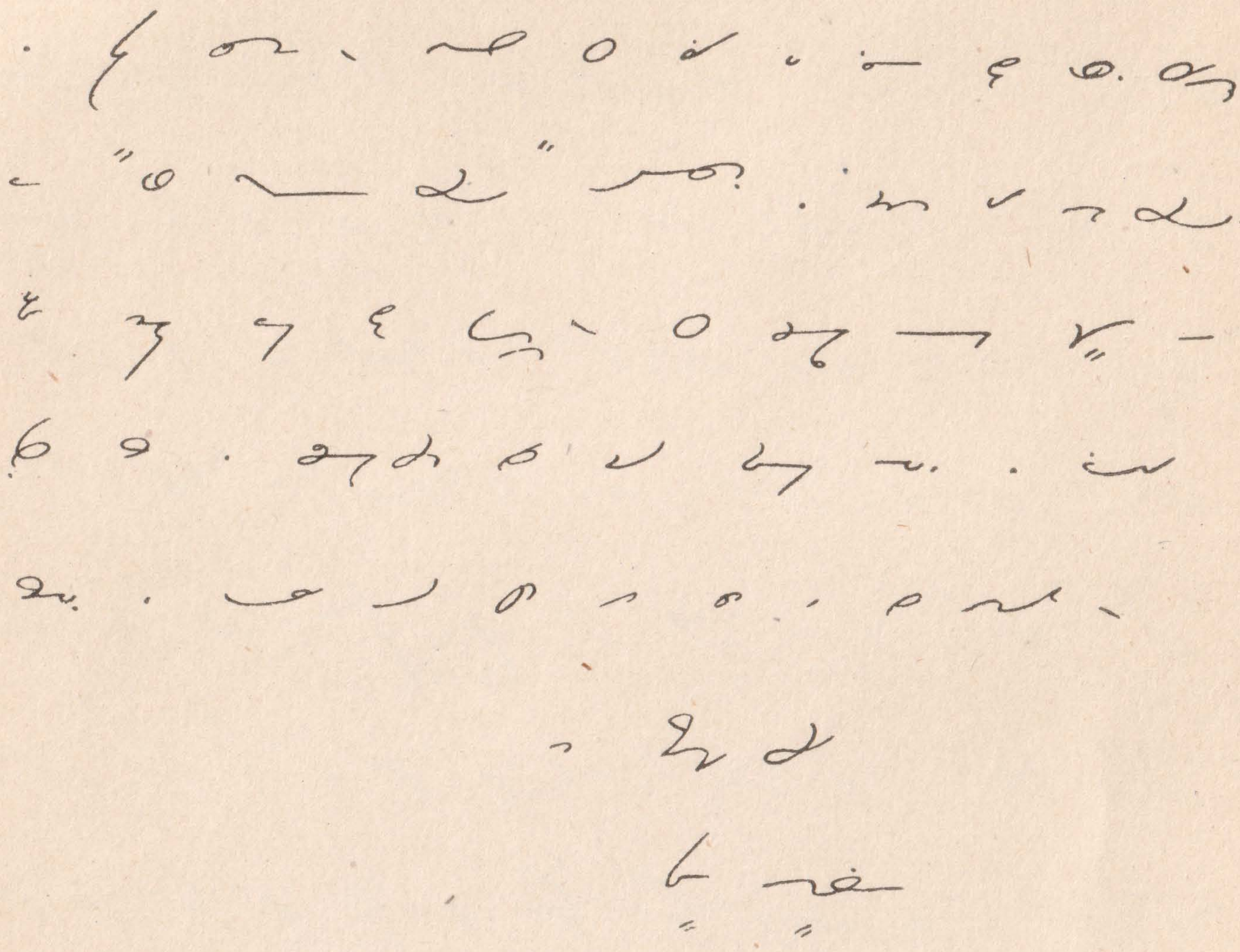










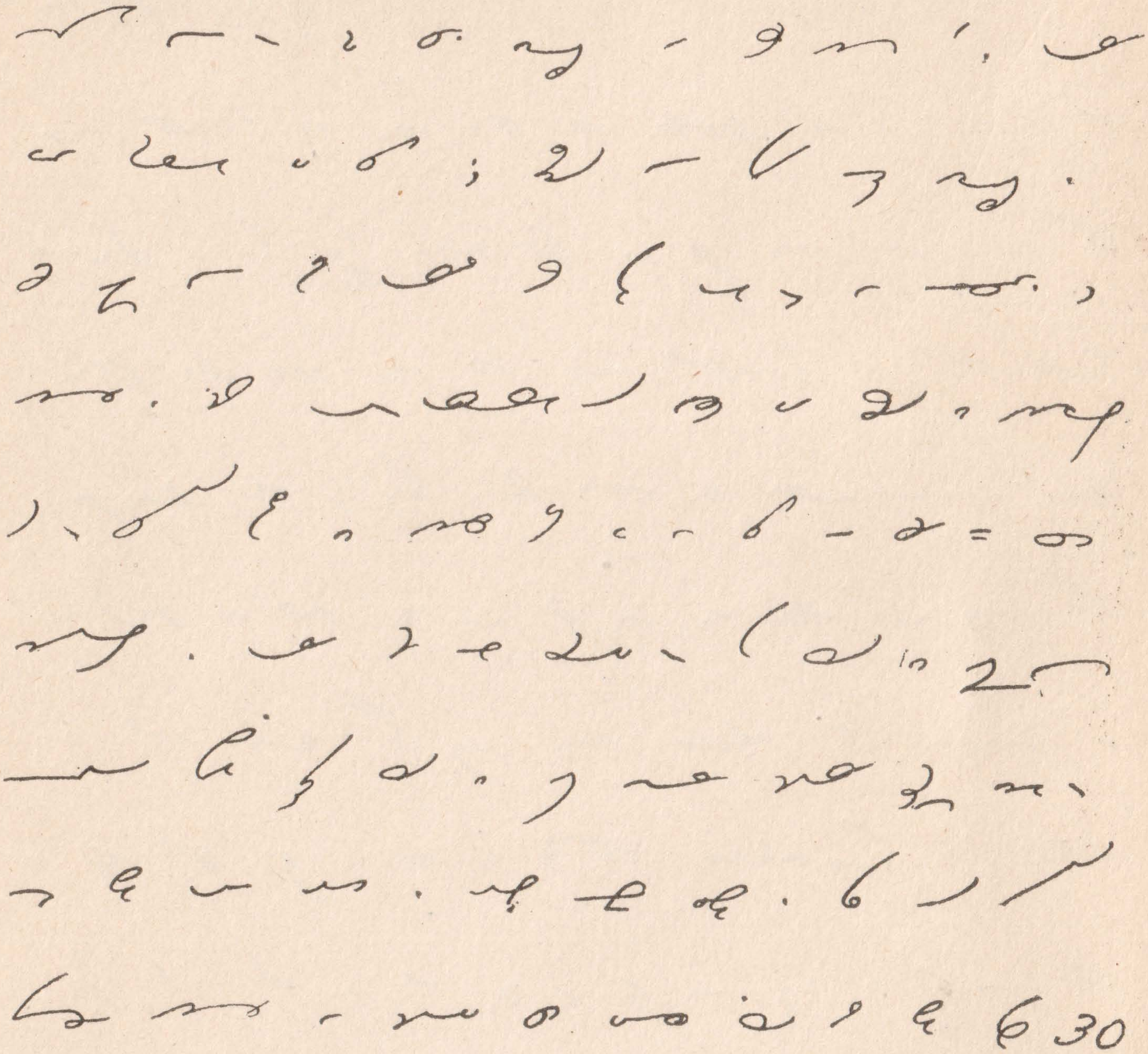


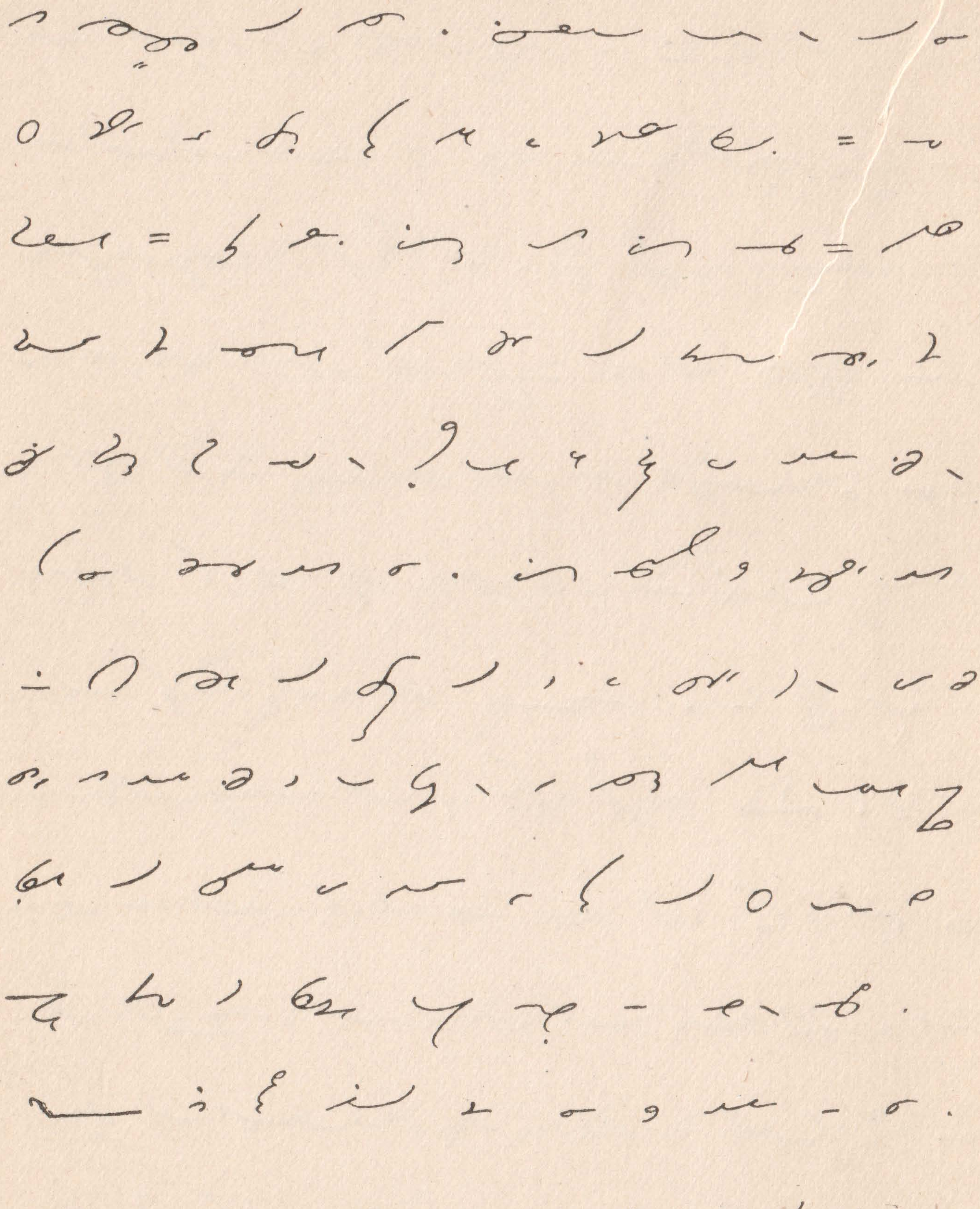
No. 3

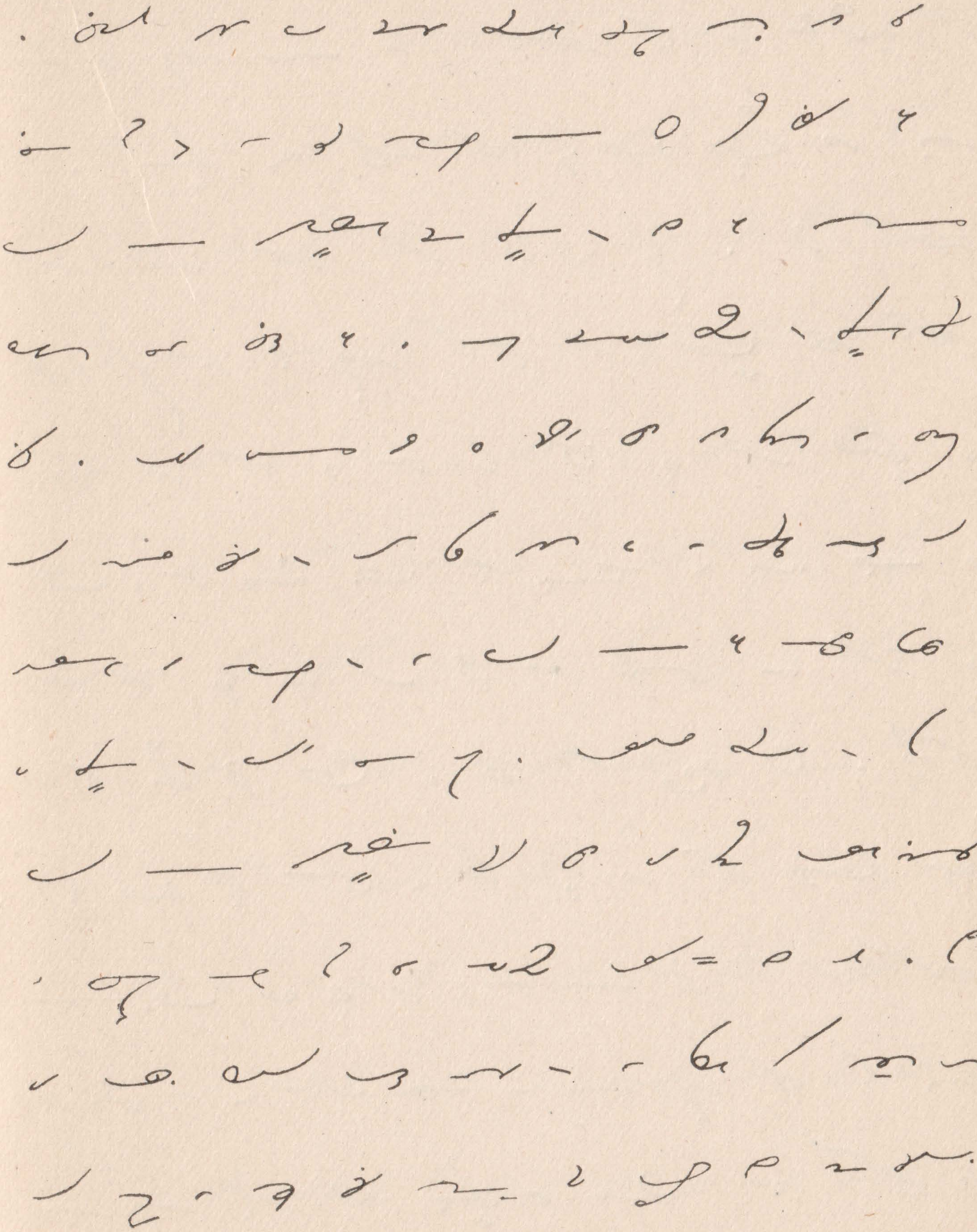
FROM John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at Harvard University.

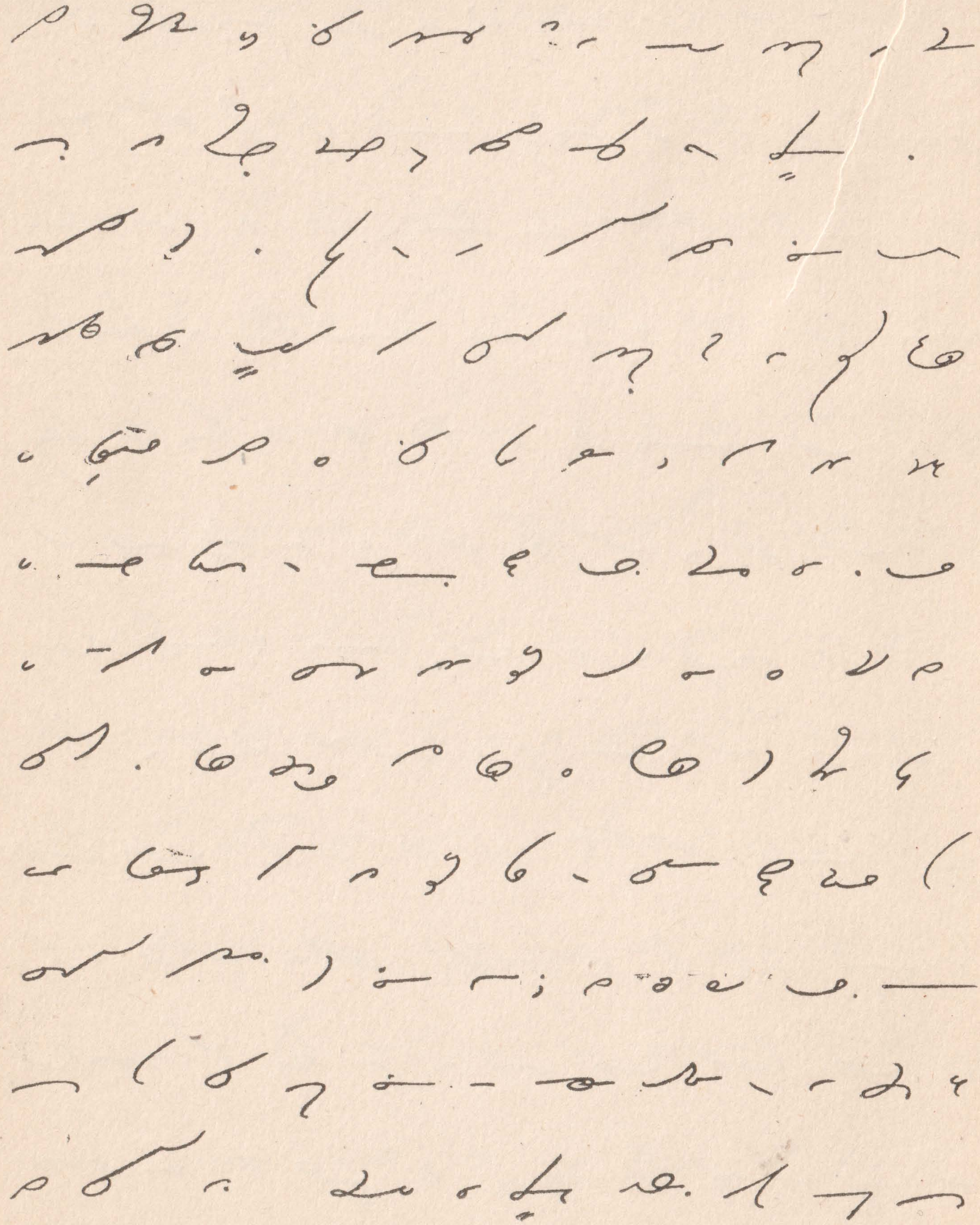
Mr. Pierrepont finds Cambridge to his liking, and has suggested that he take a post-graduate course to fill up some gaps which he has found in his education.

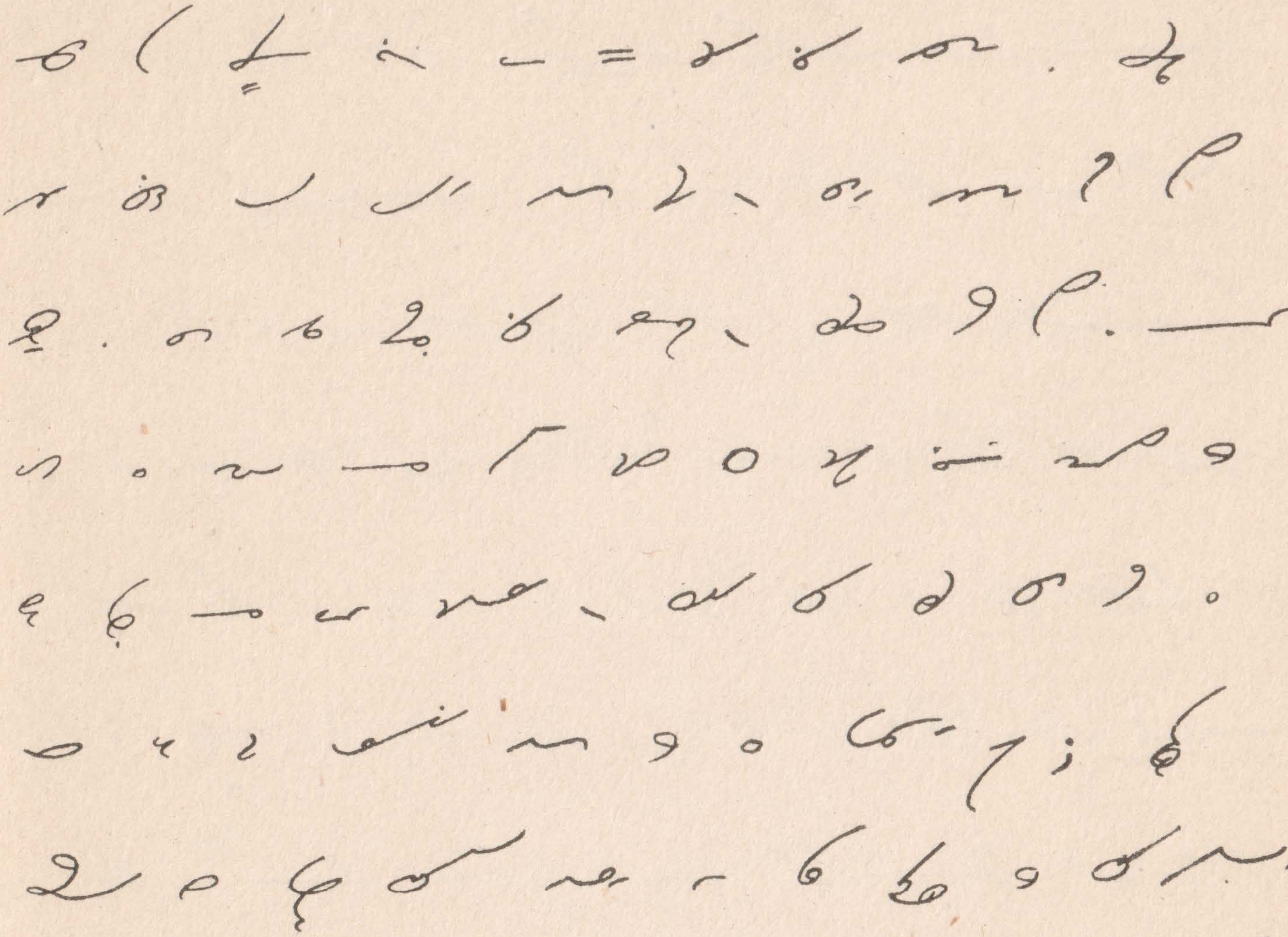
1, 189–

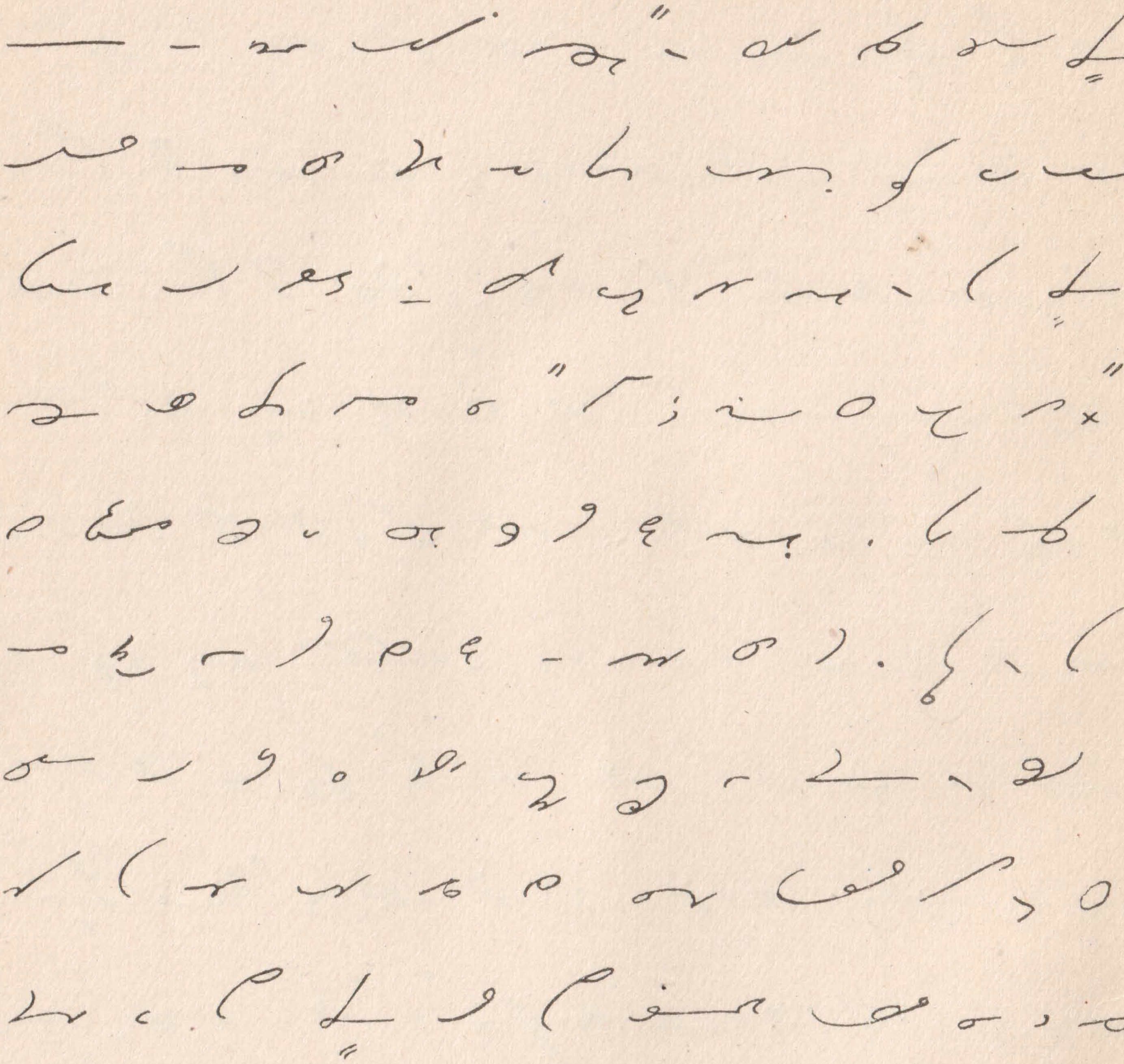


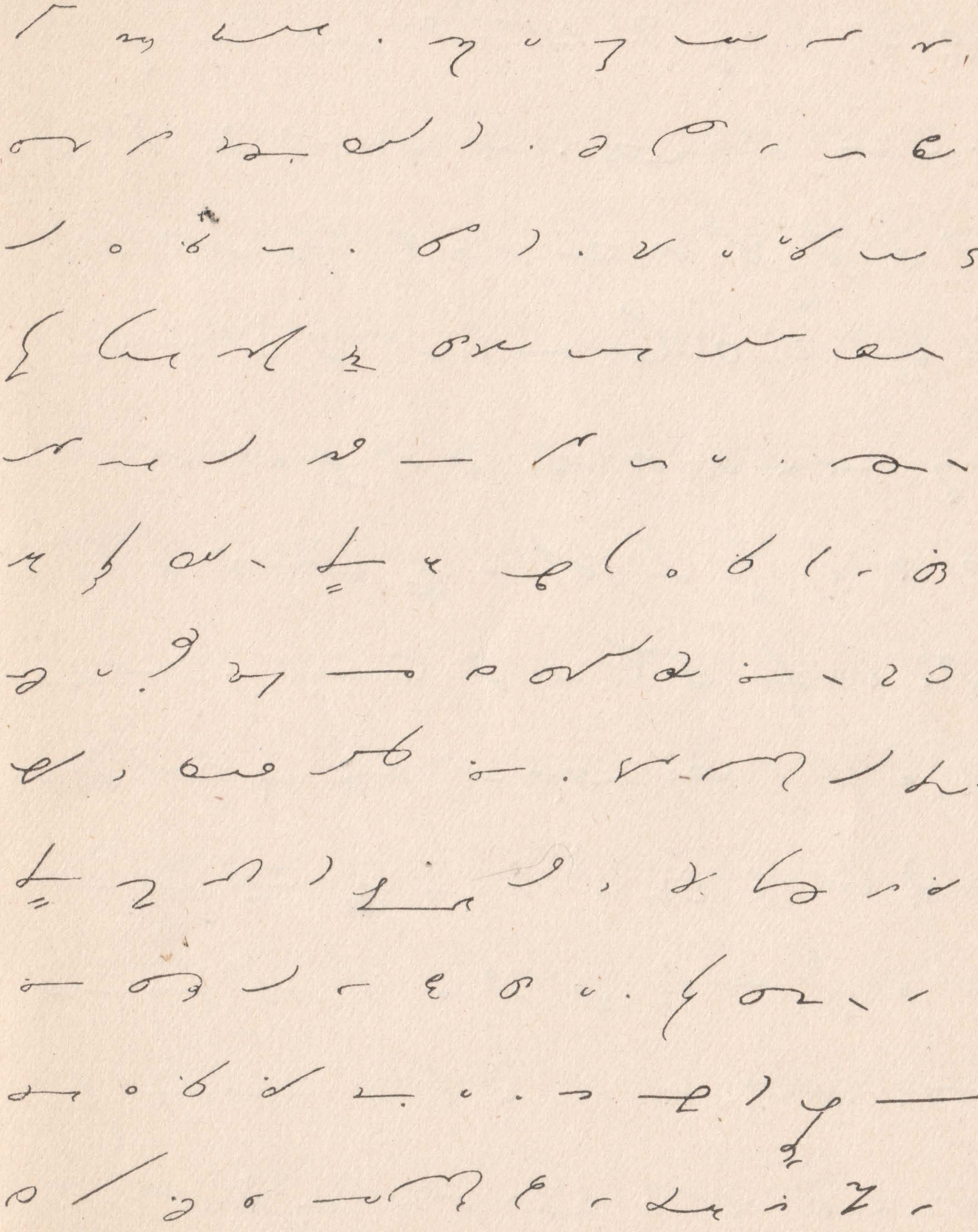


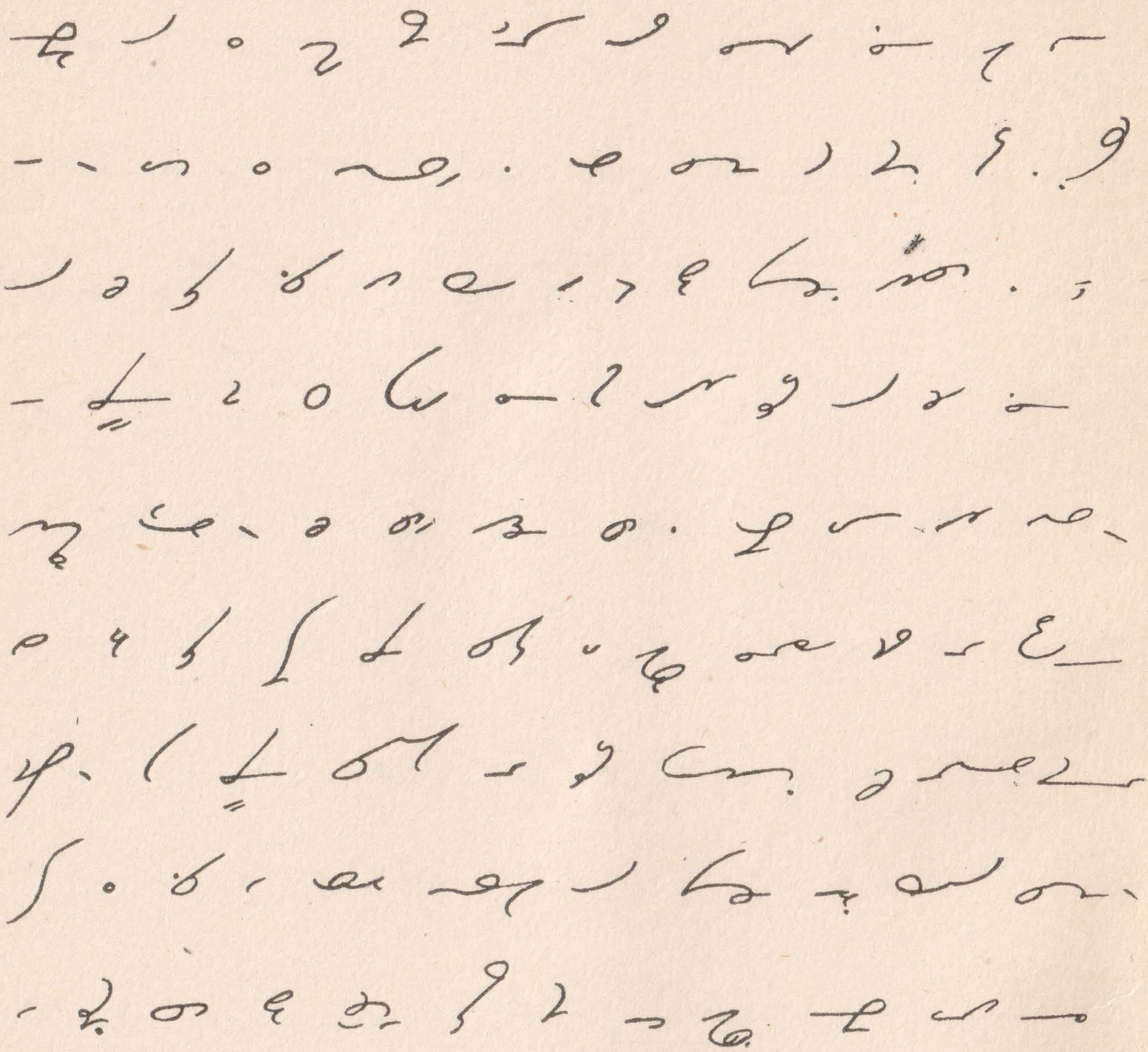


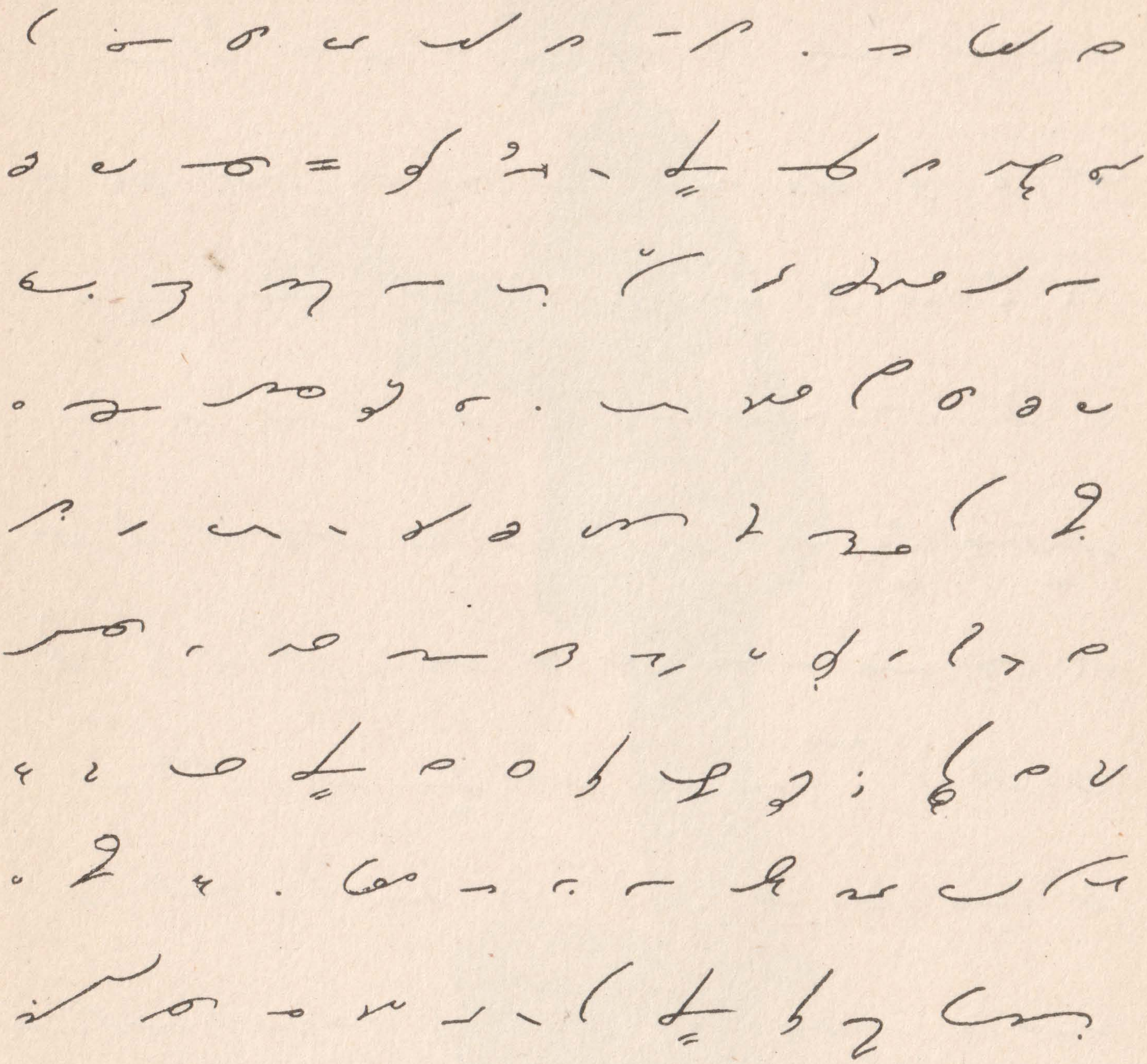


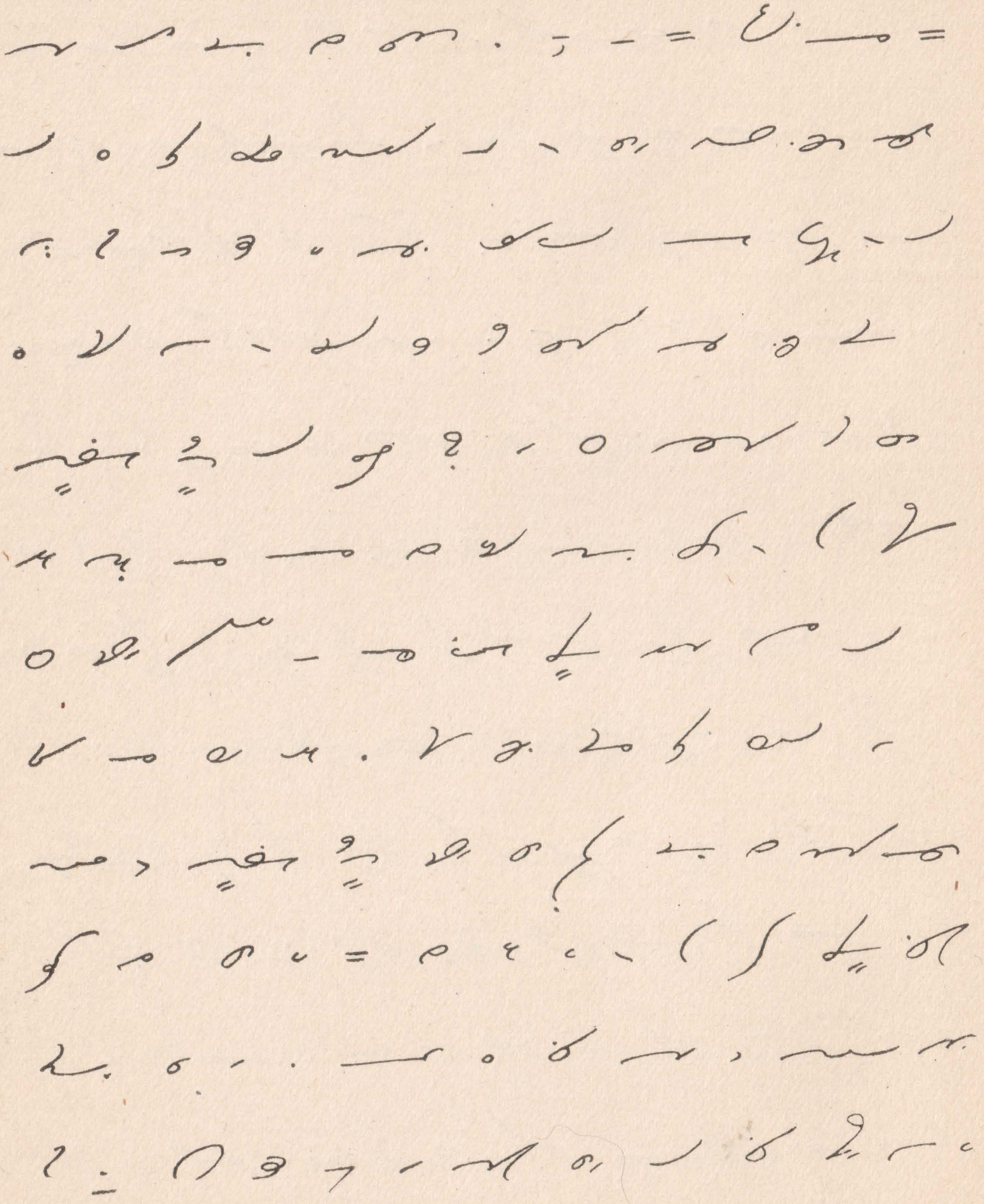






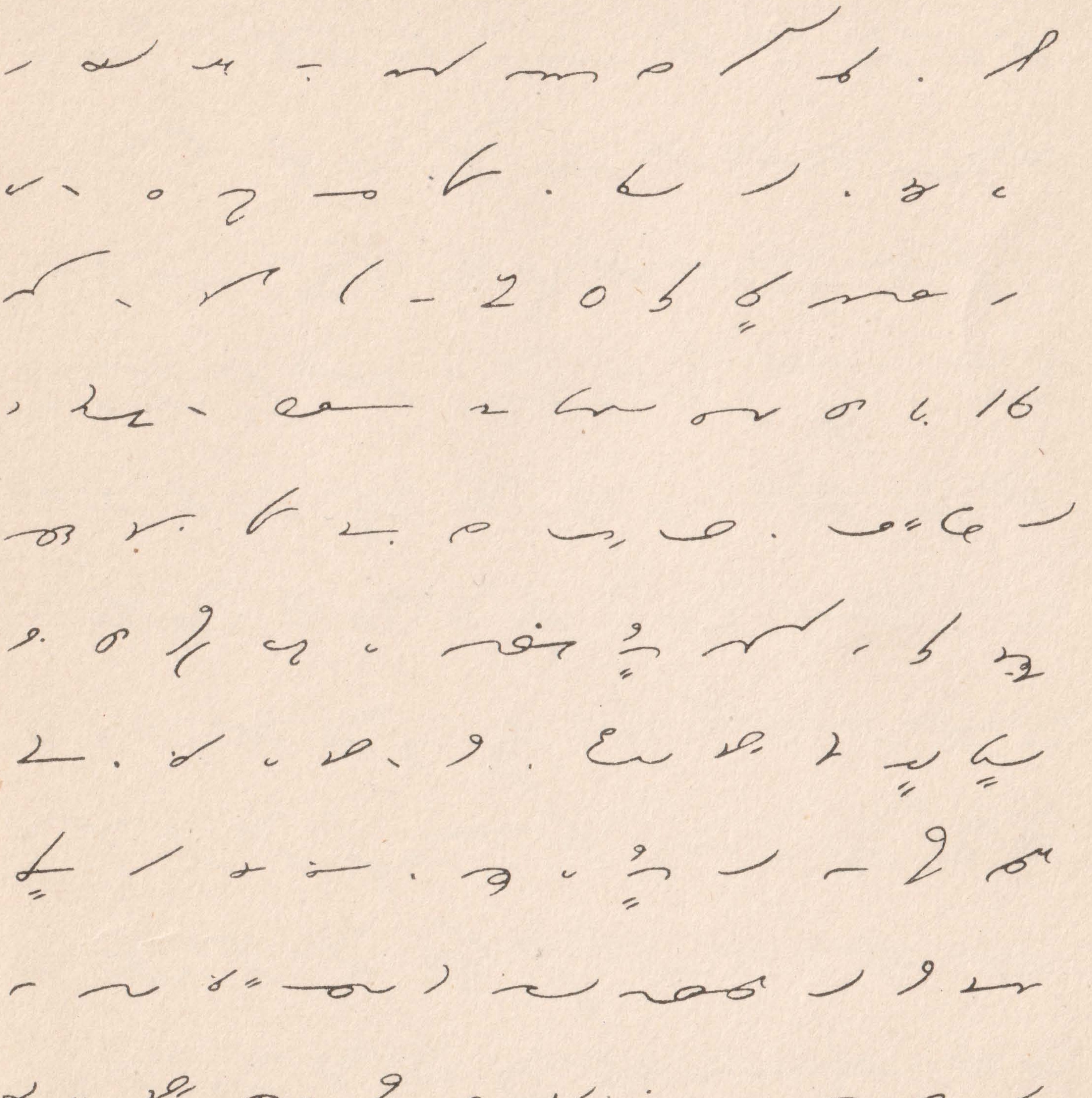


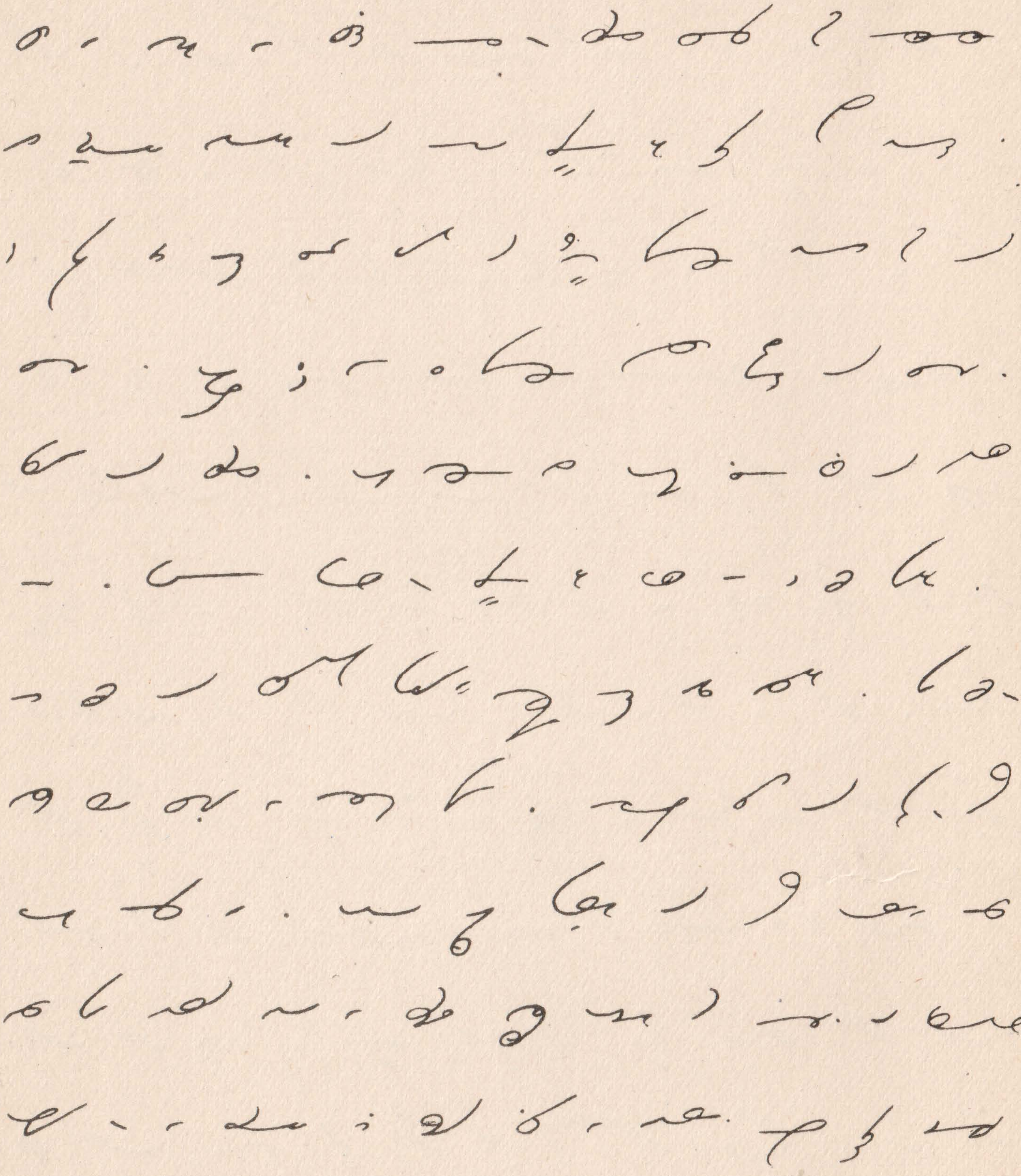


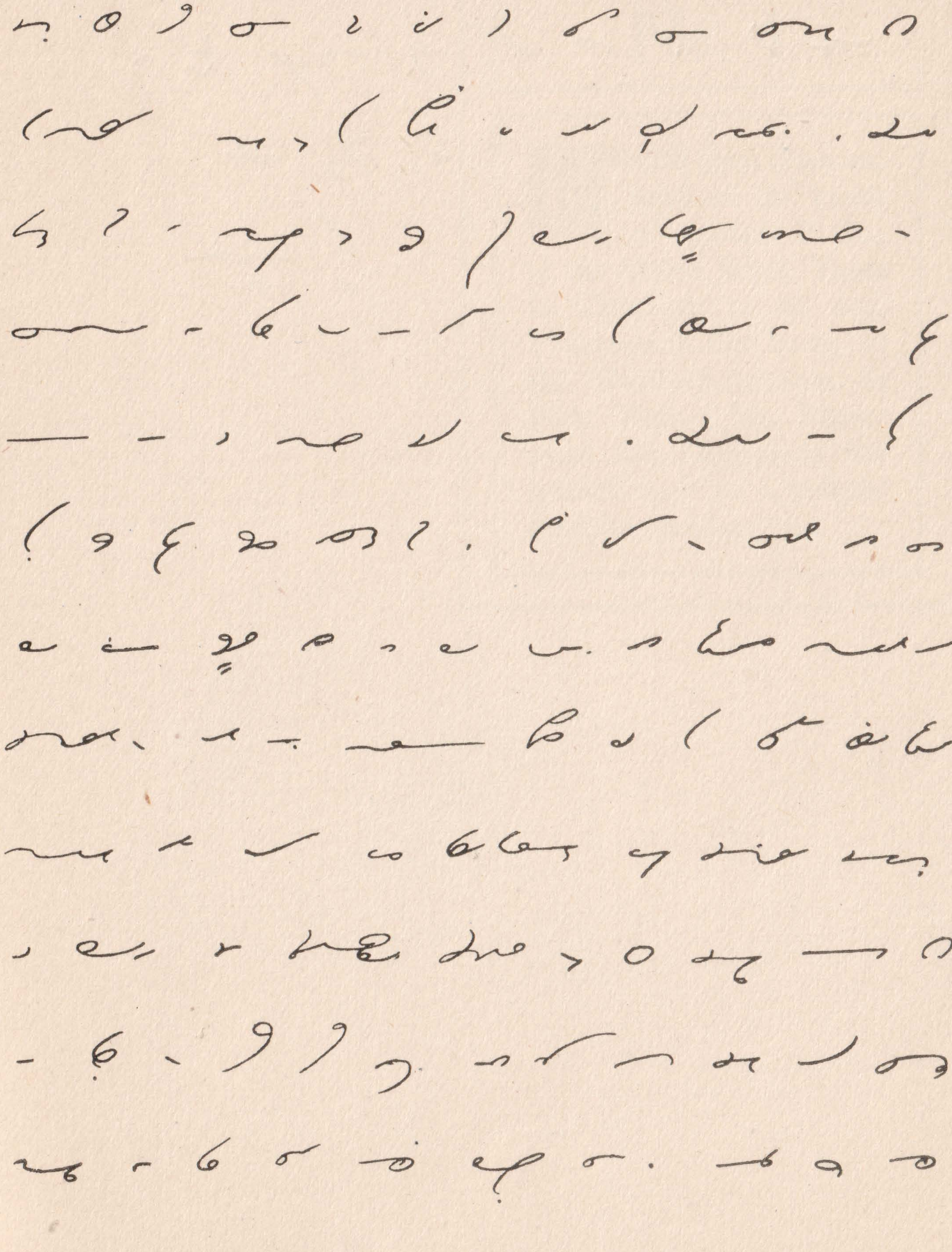


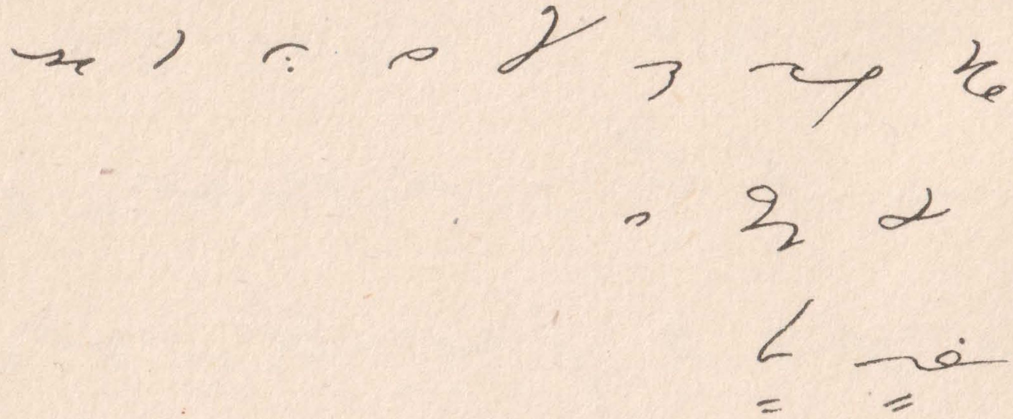


"I put Jim Durham out on the road to introduce a new product."





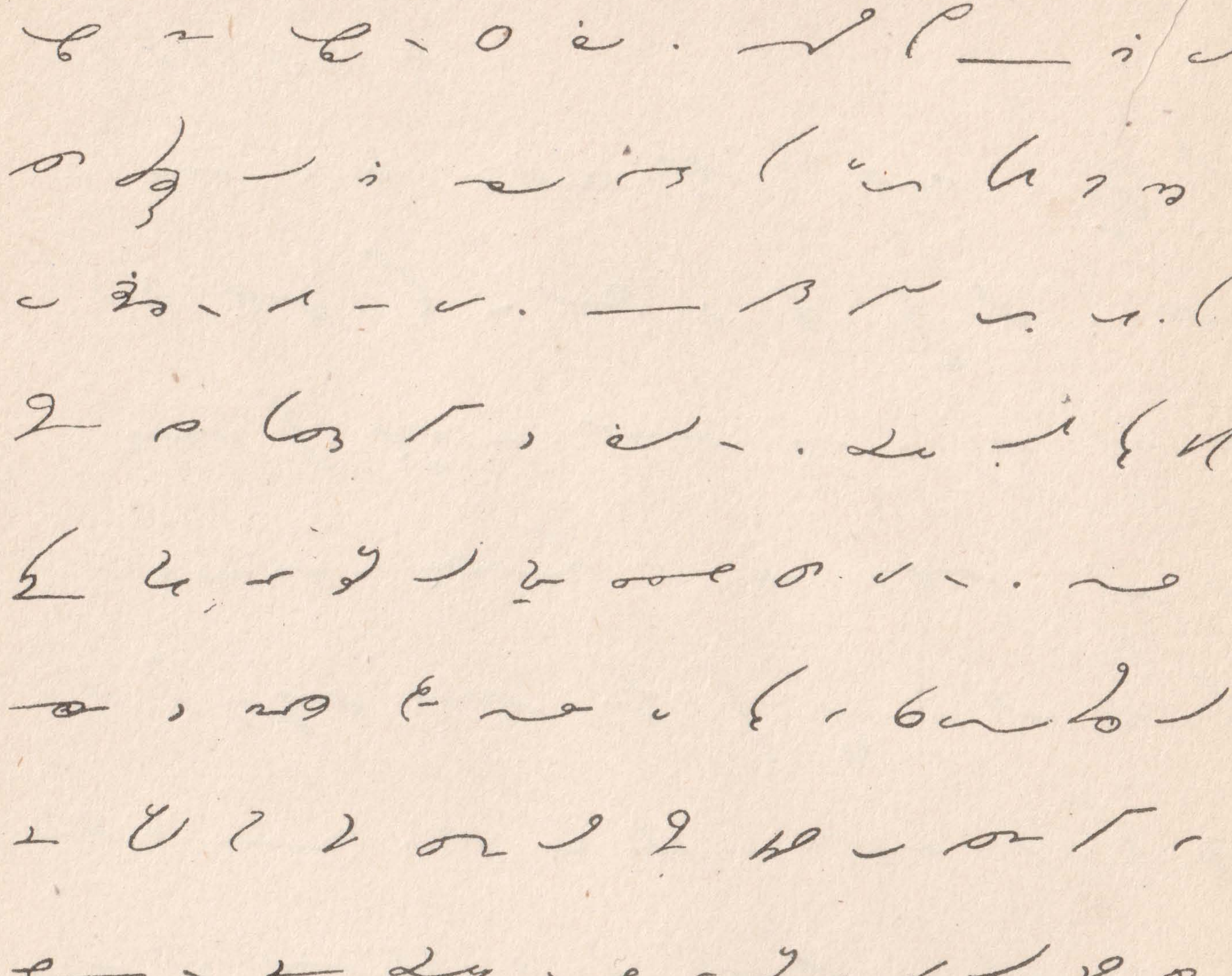


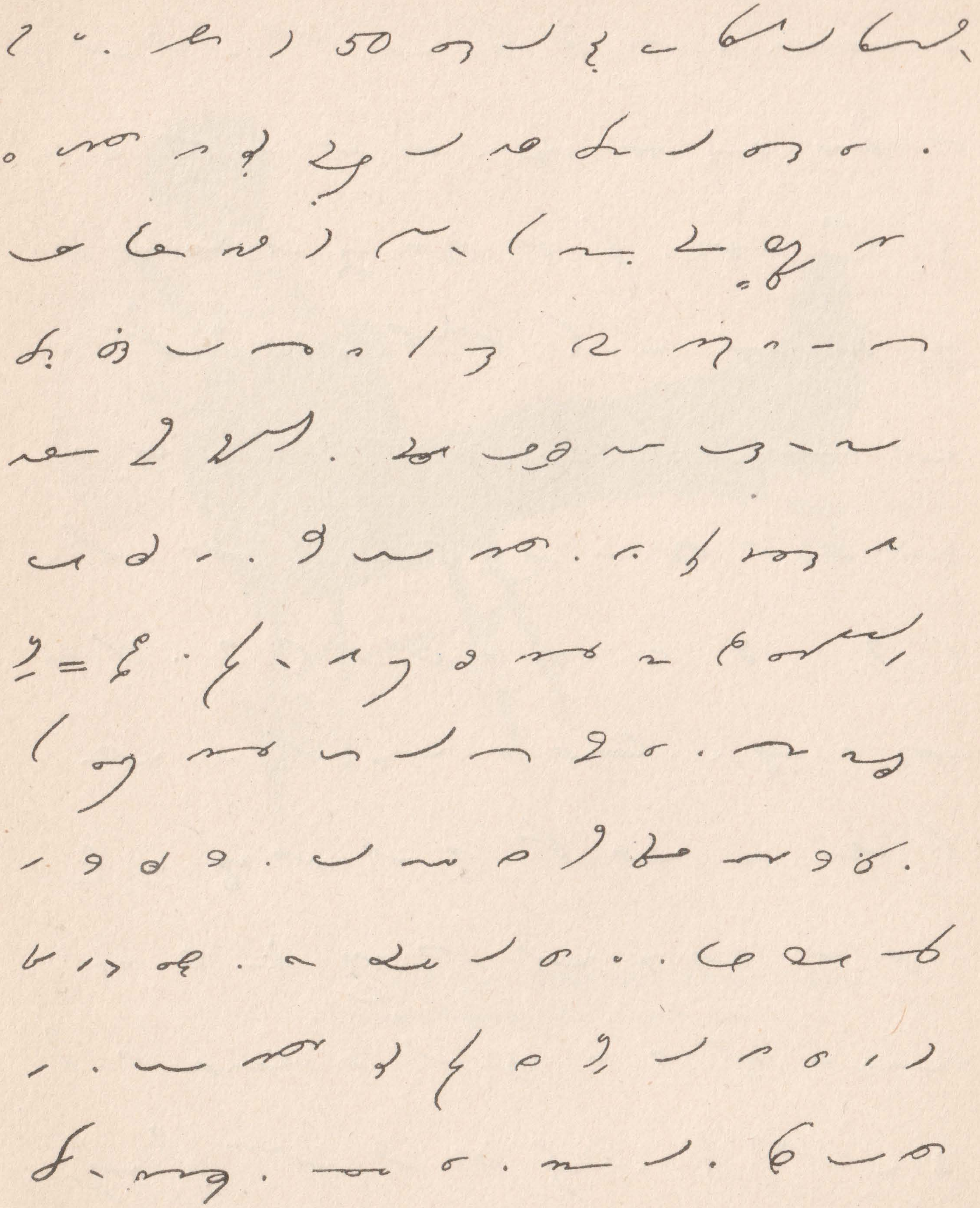


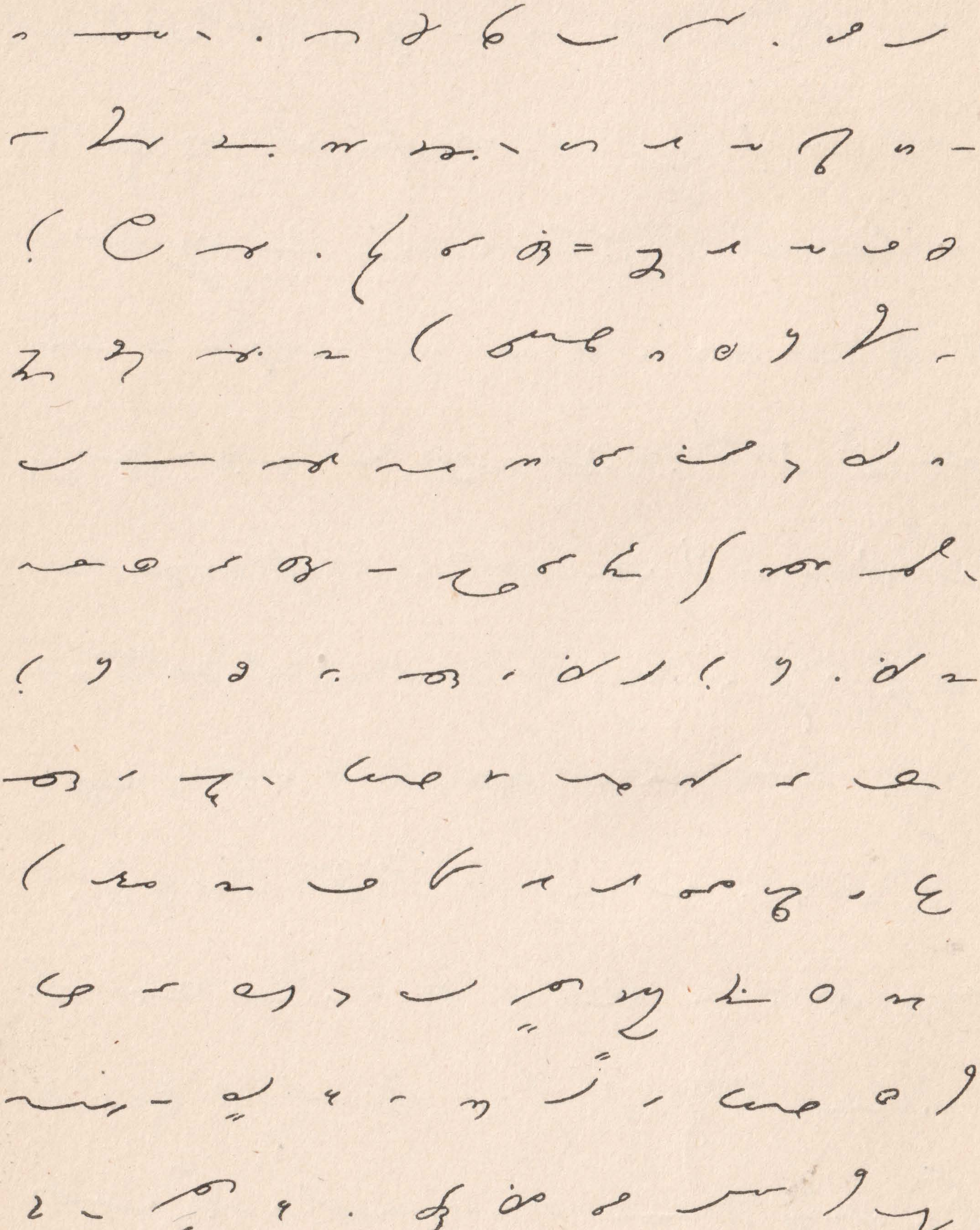
No. 4

FROM John Graham, head of the house of Graham & Co., at the Union Stock Yards in Chicago, to his son, Pierrepont Graham, at the Waldorf-Astoria, in New York. Mr. Pierrepont has suggested the grand tour as a proper finish to his education.

25, 189-

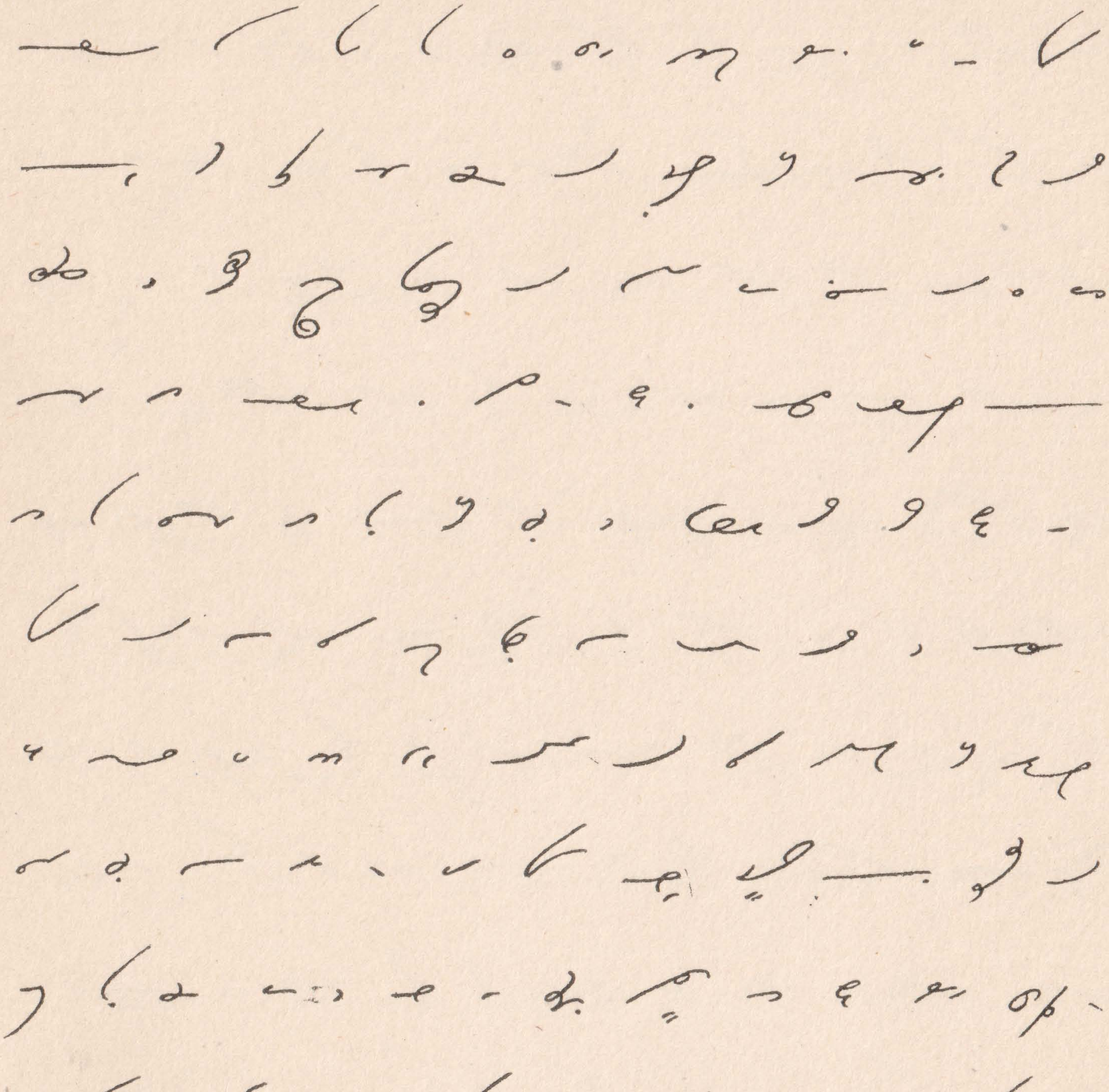


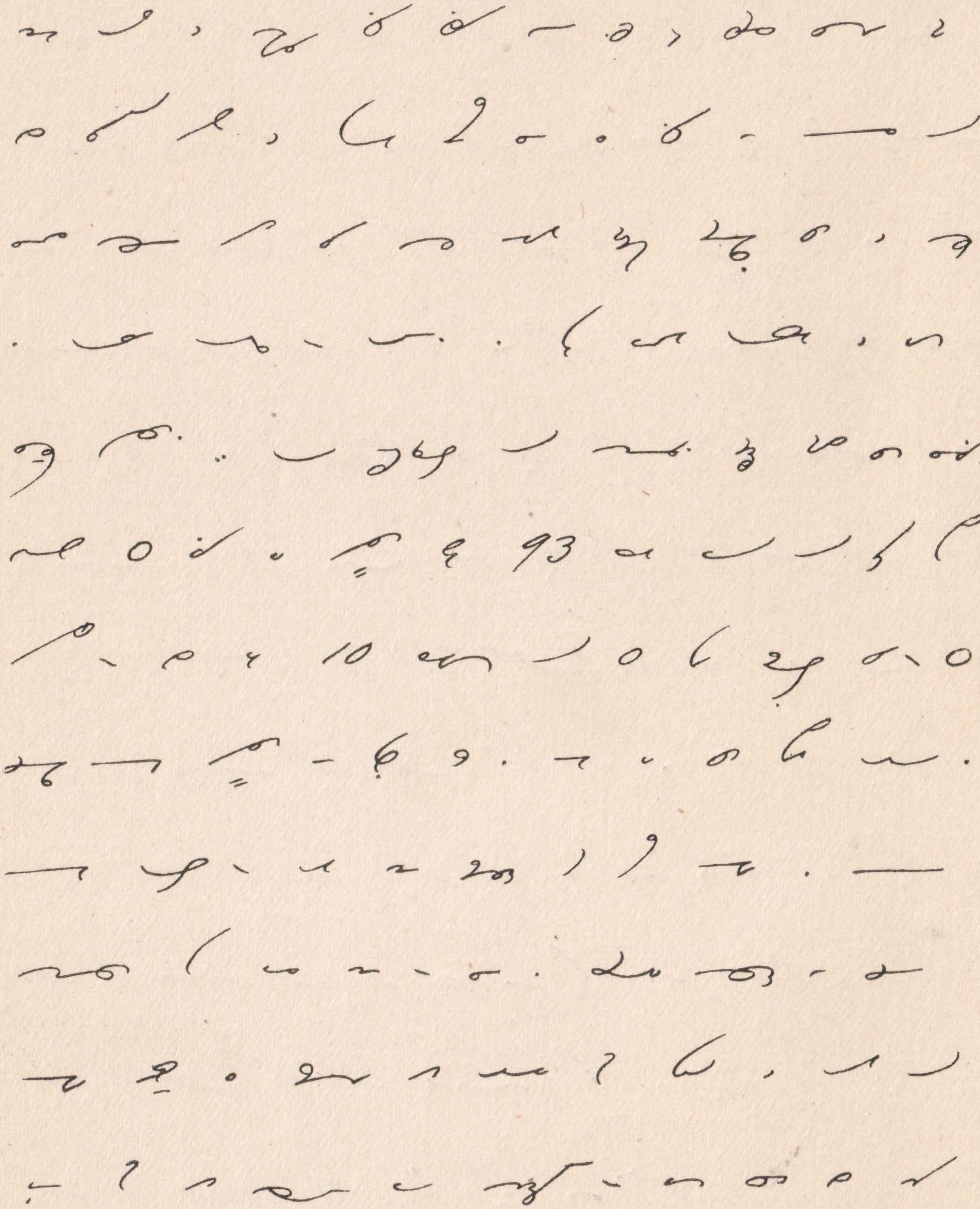


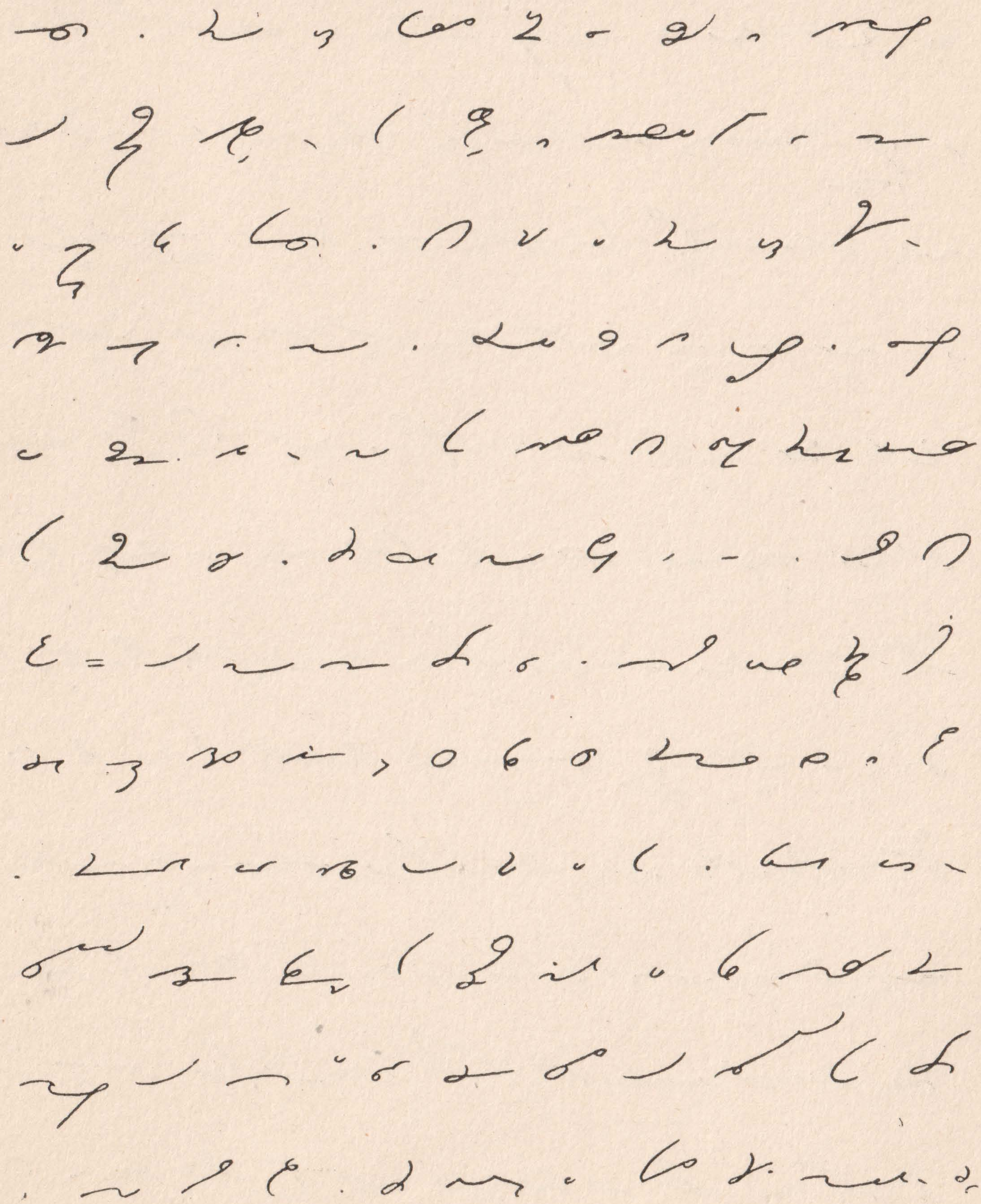


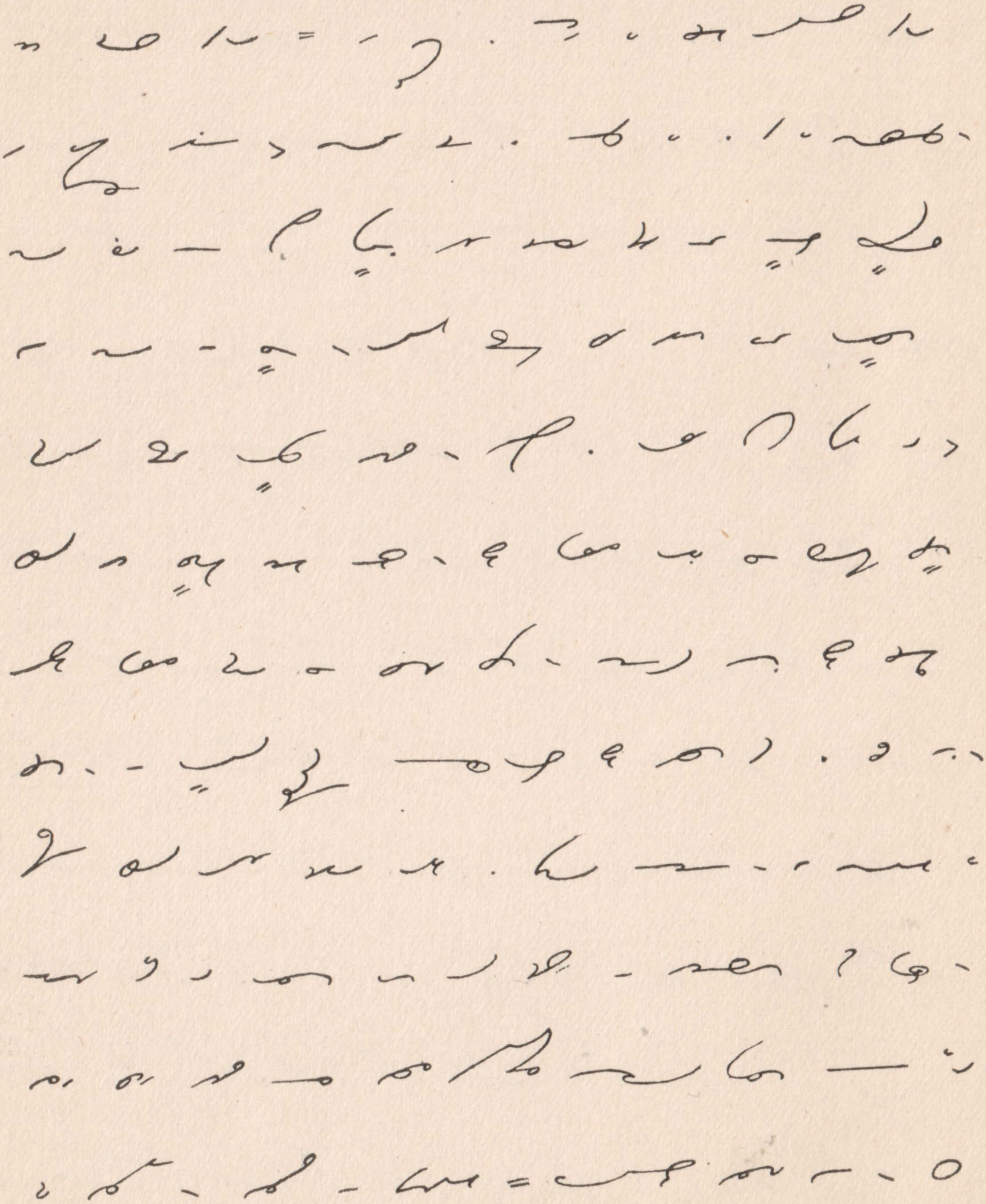


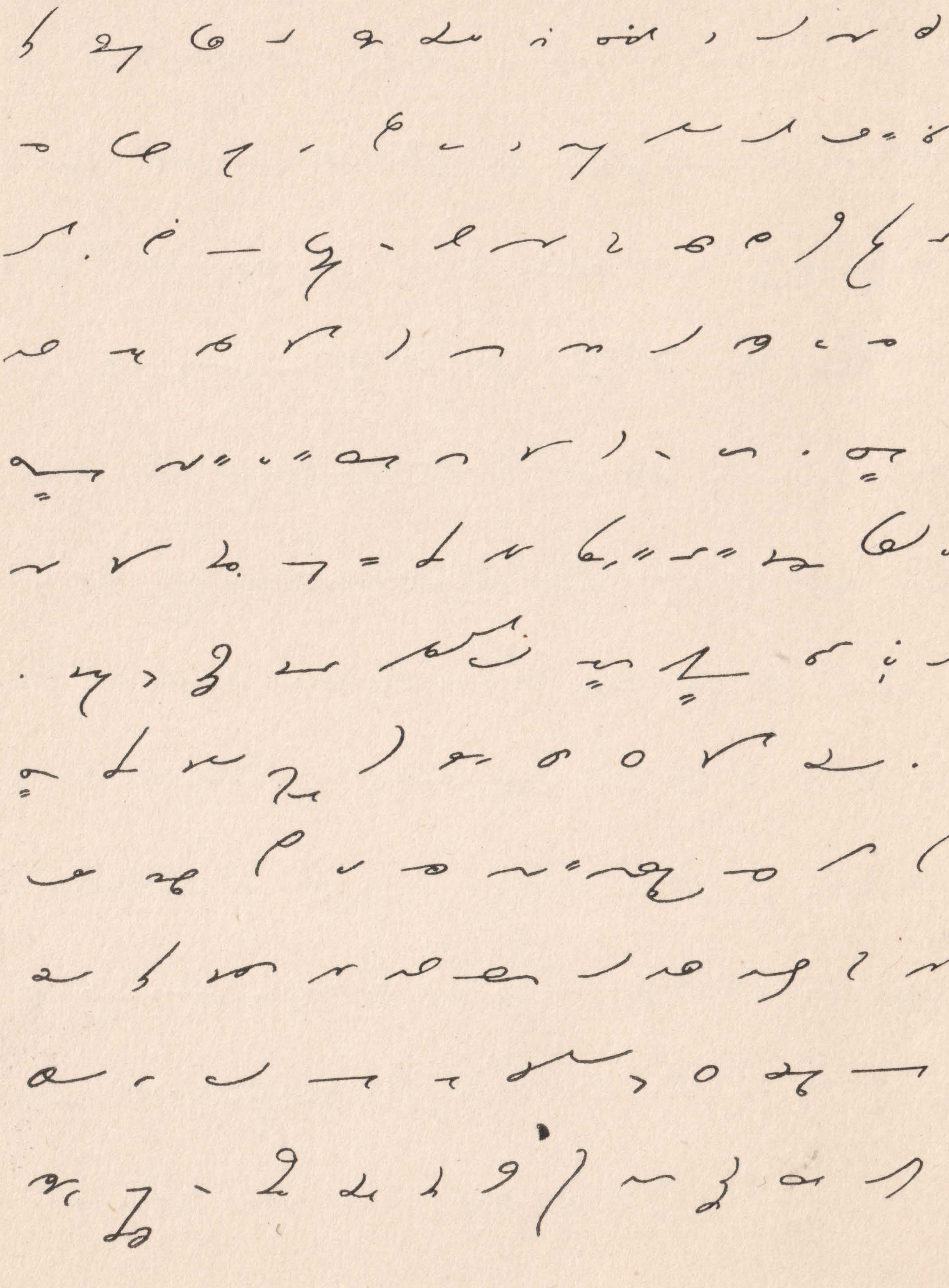
"Old Dick Stover was the worst hand at procrastinating that I ever saw."

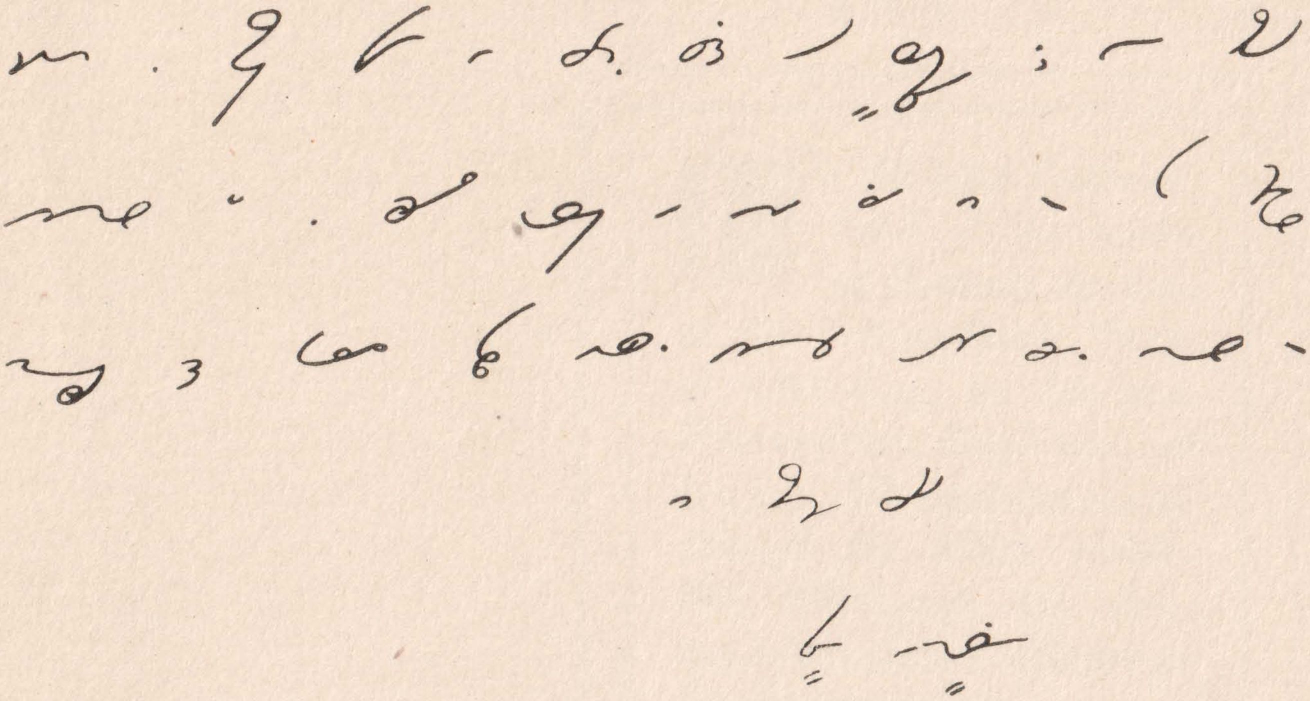






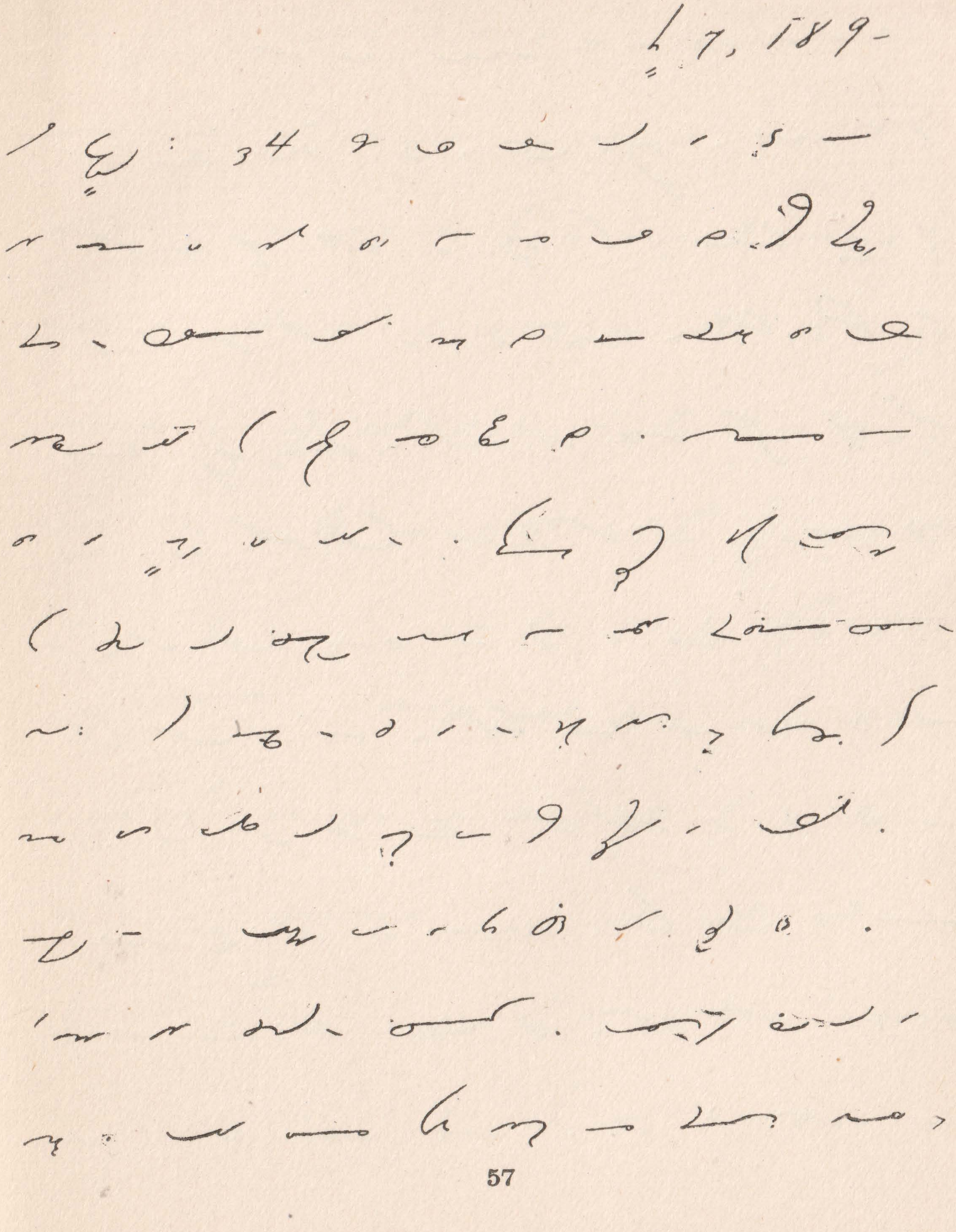


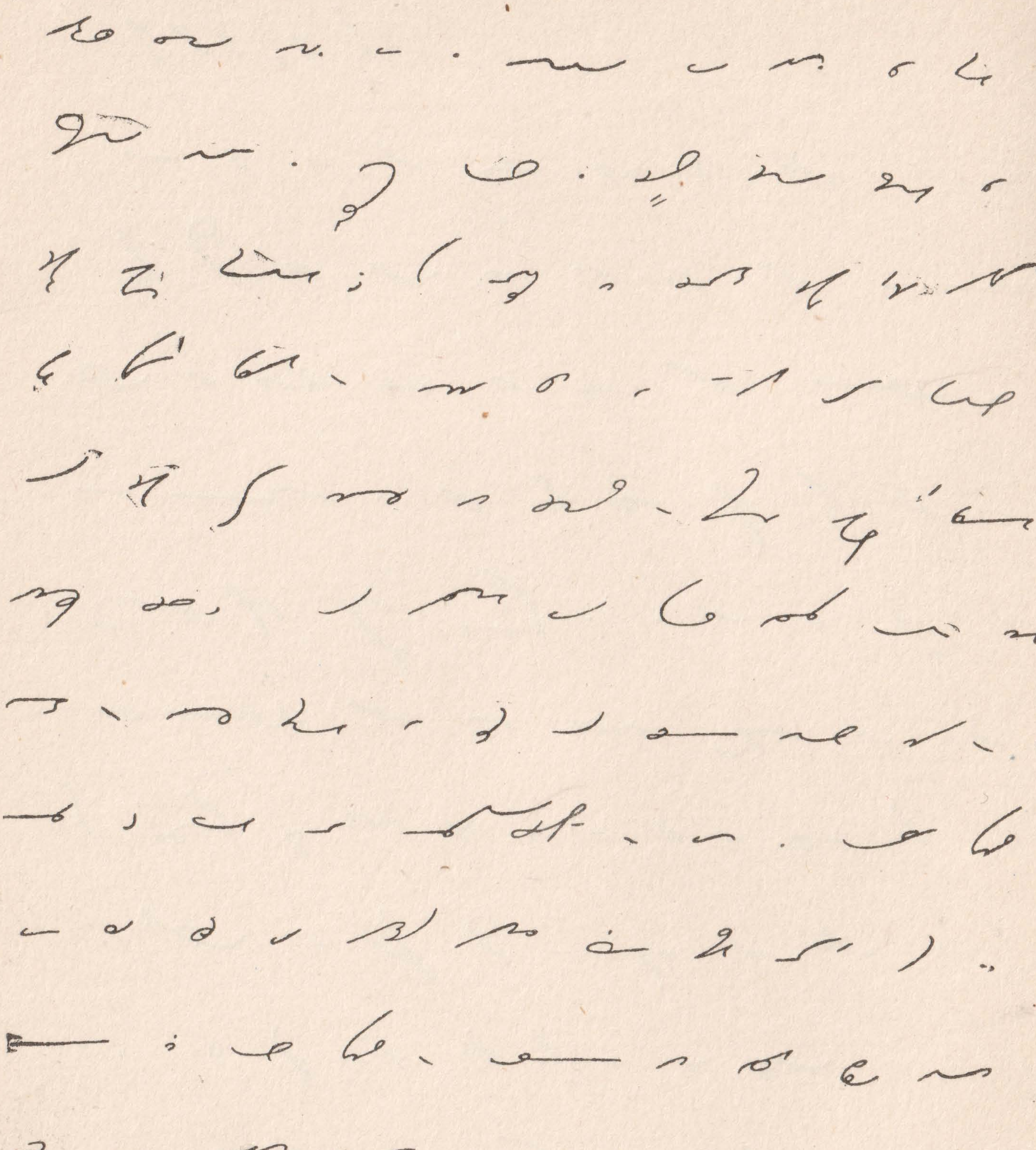


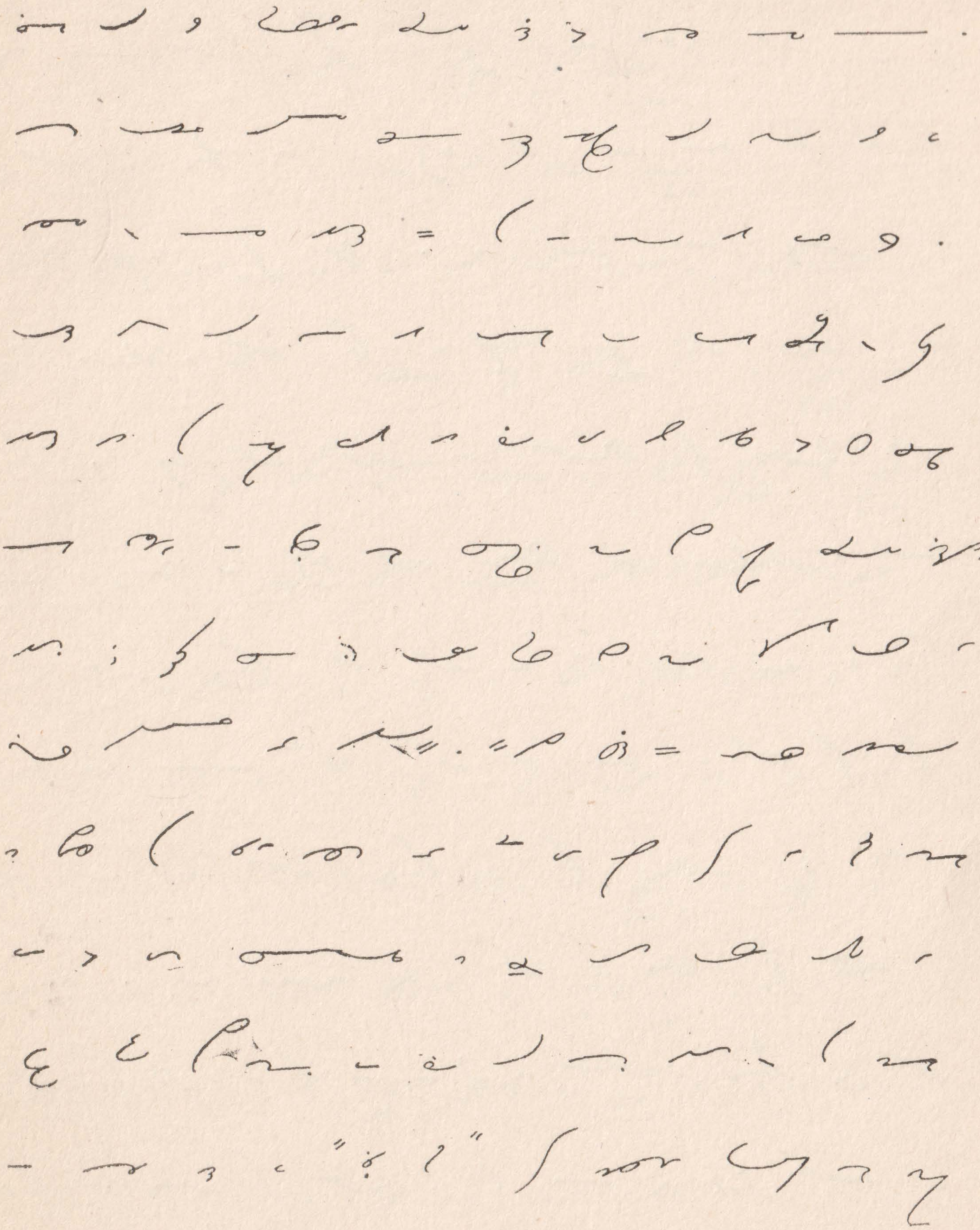


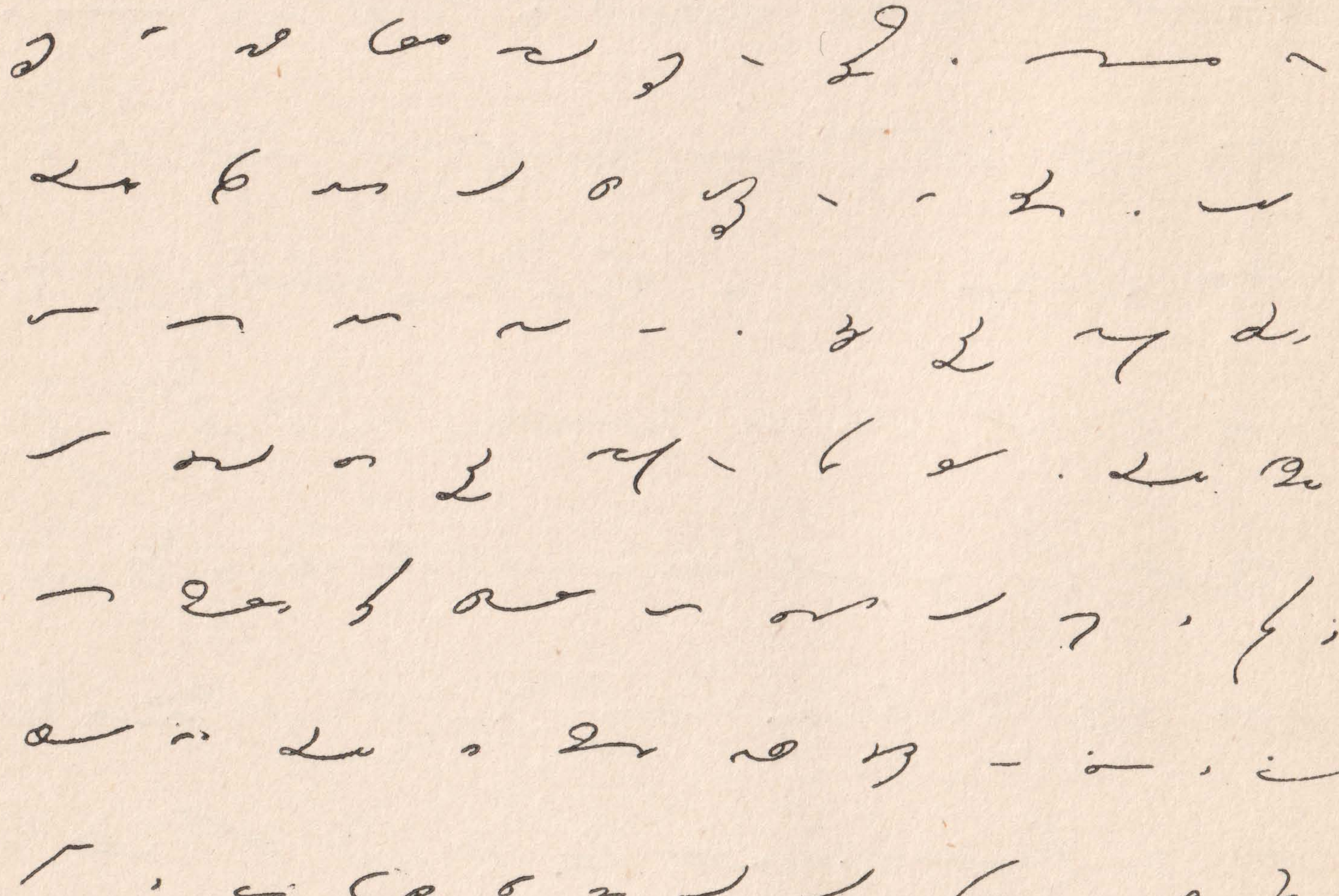
No. 5

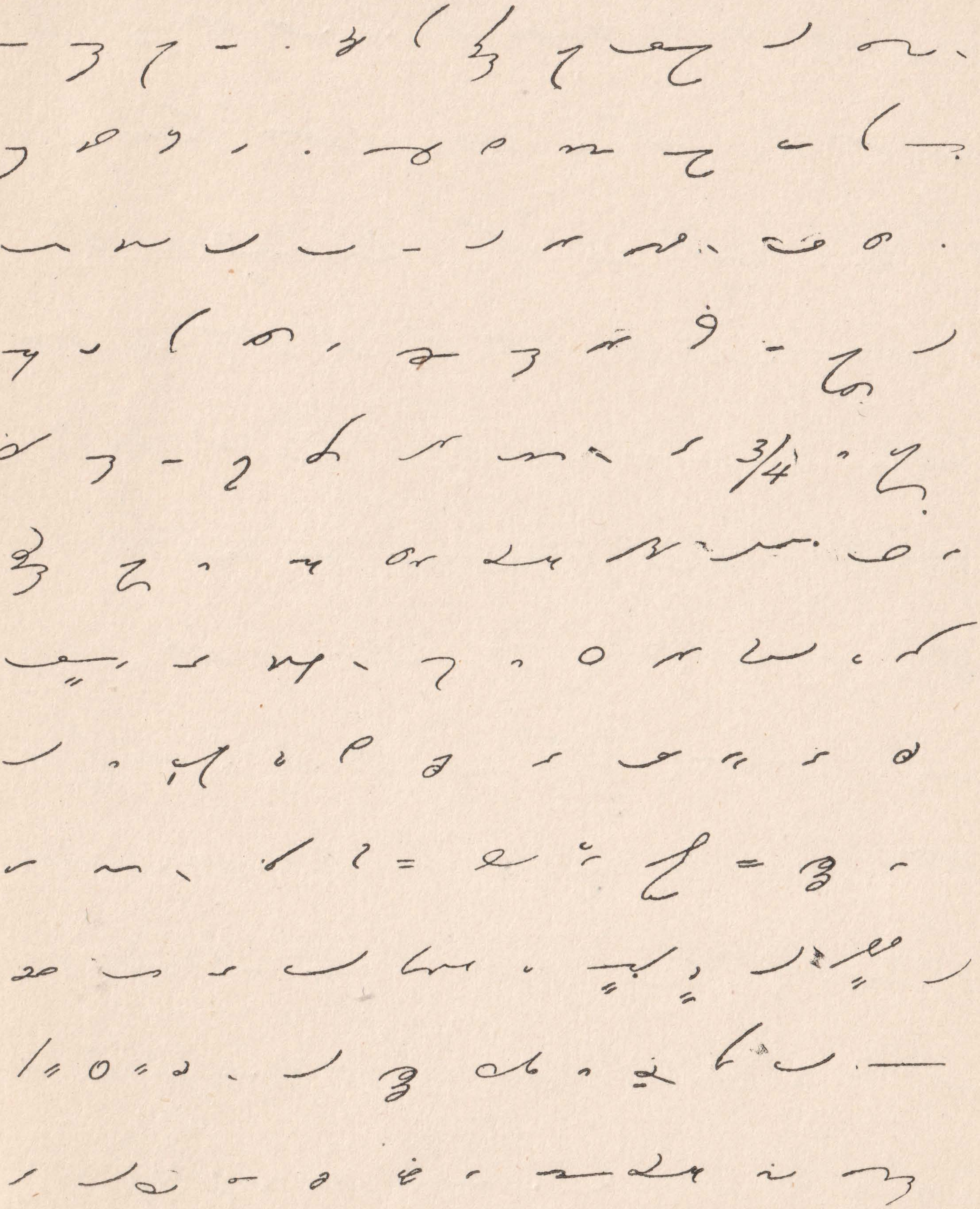
FROM John Graham, head of the house of Graham & Co., at the Union Stock Yards in Chicago, to his son, Pierrepont Graham, at Lake Moosgatchemawamuc, in the Maine woods. Mr. Pierrepont has written to his father withdrawing his suggestion.

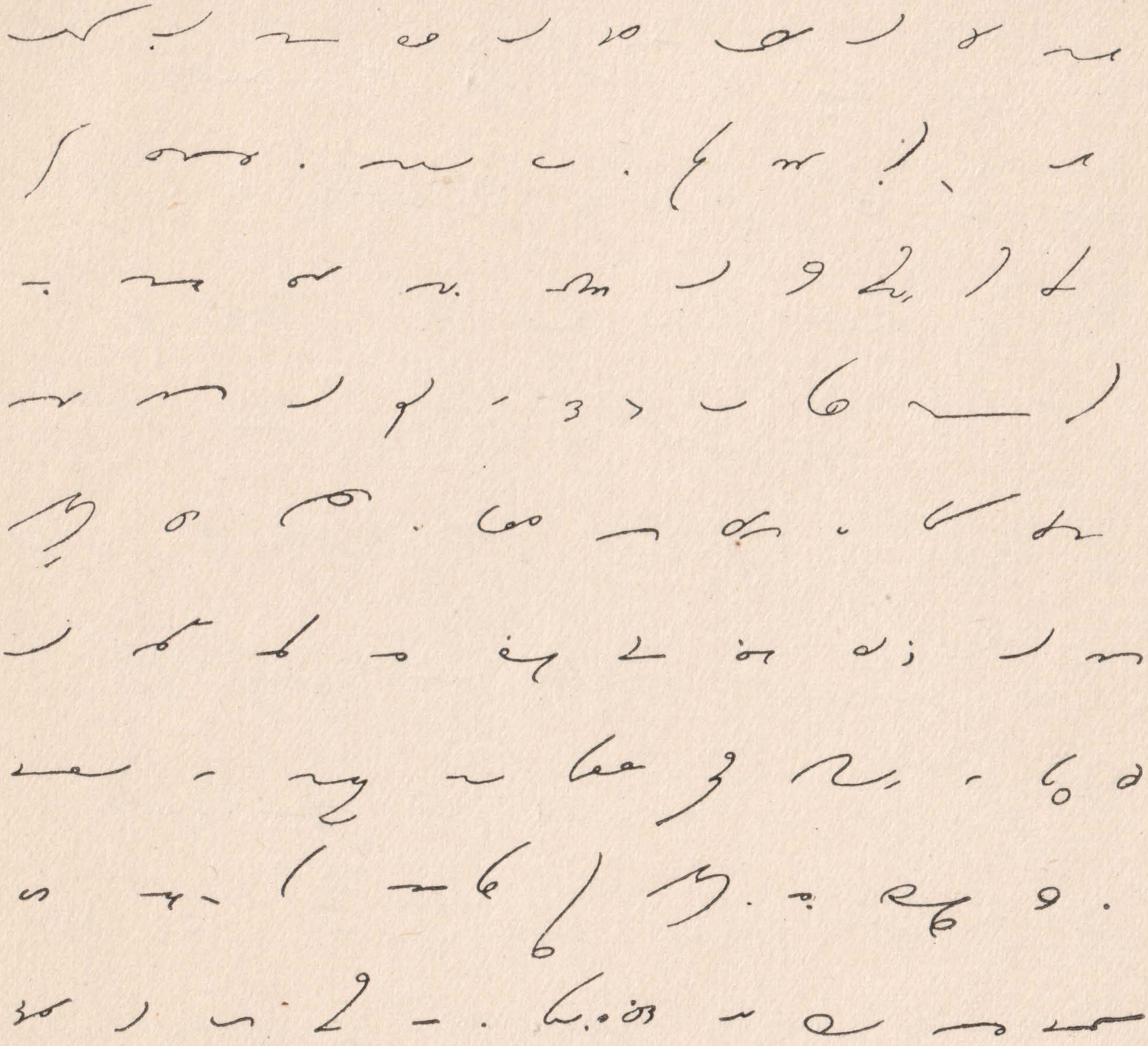


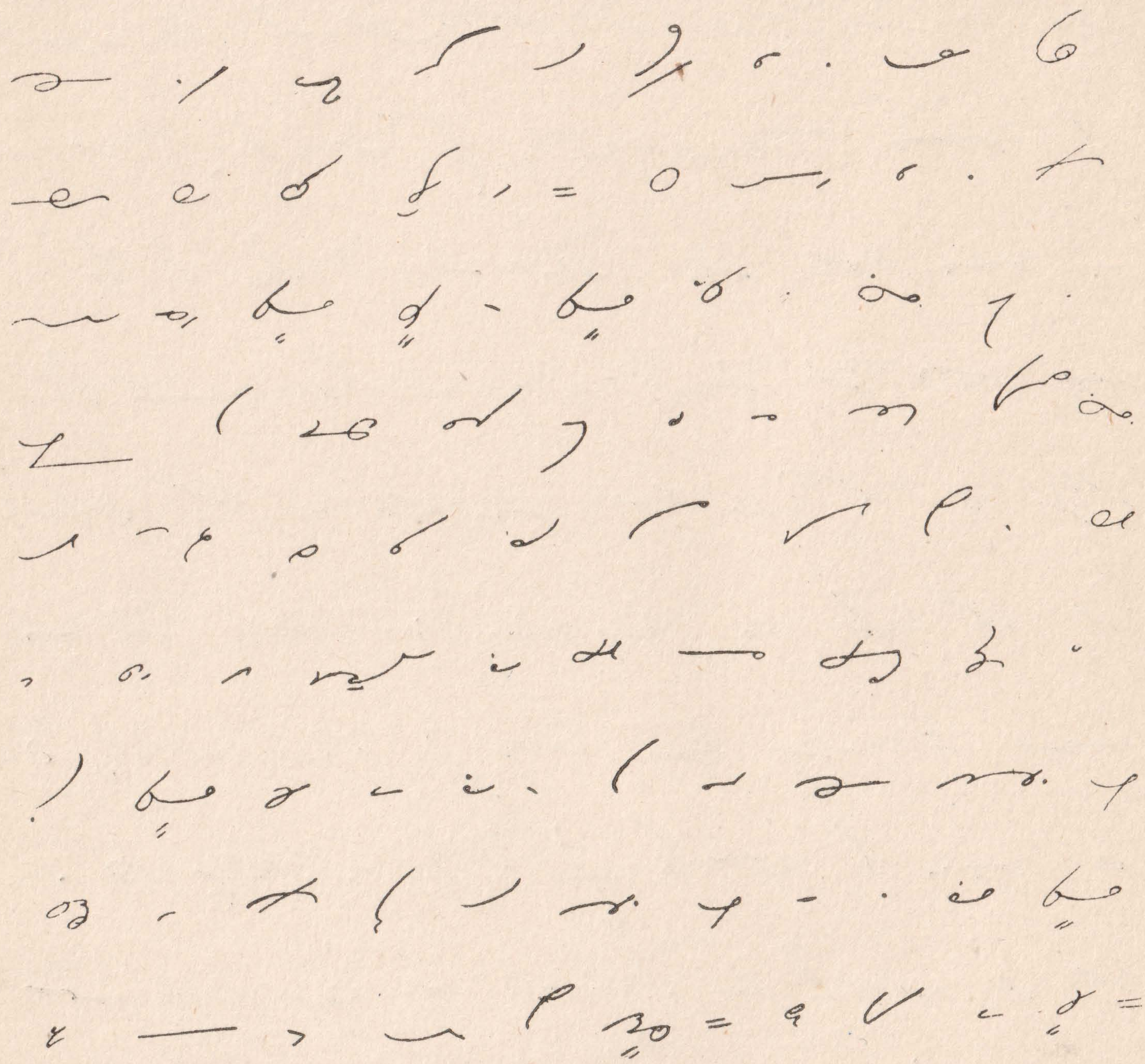


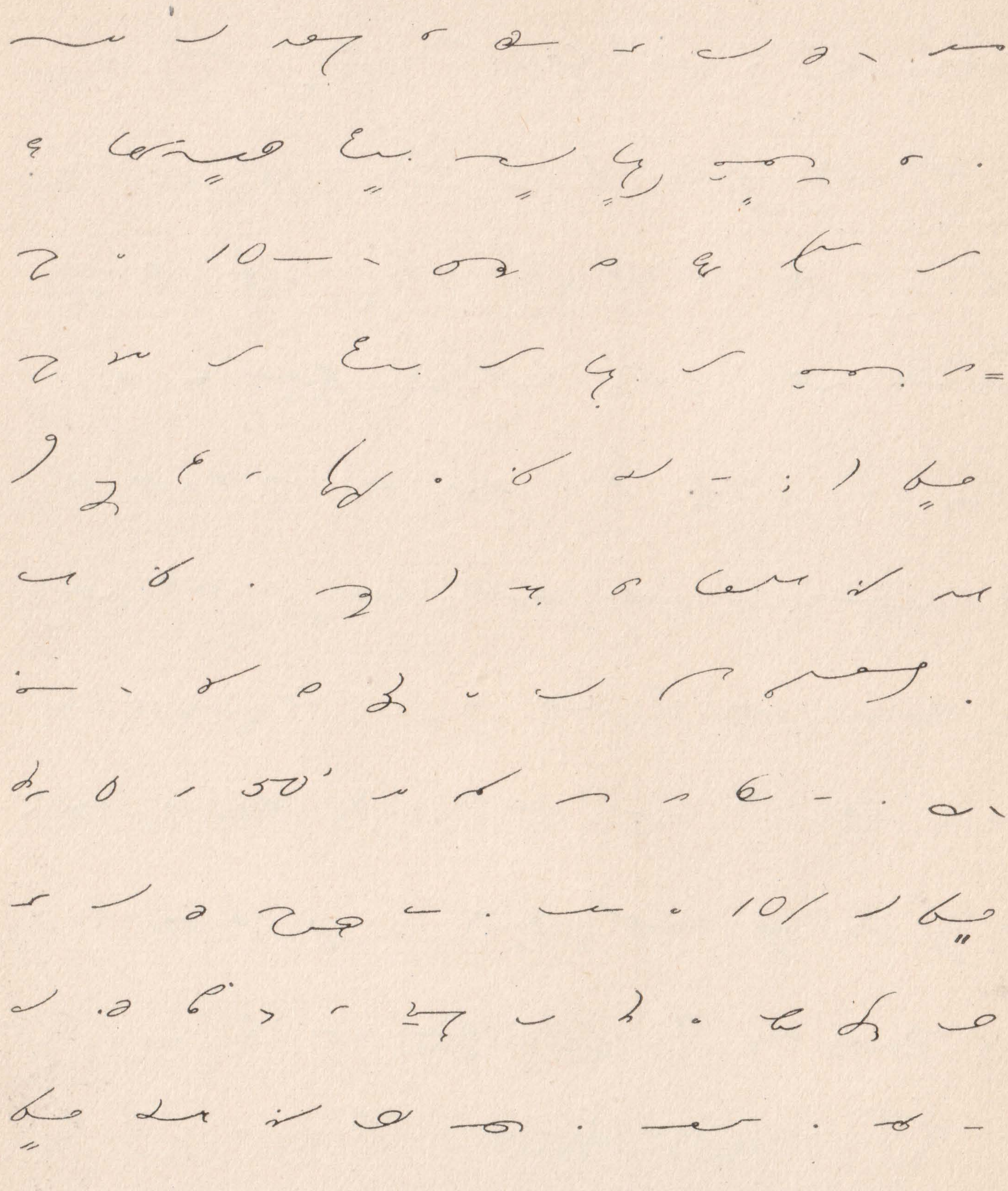






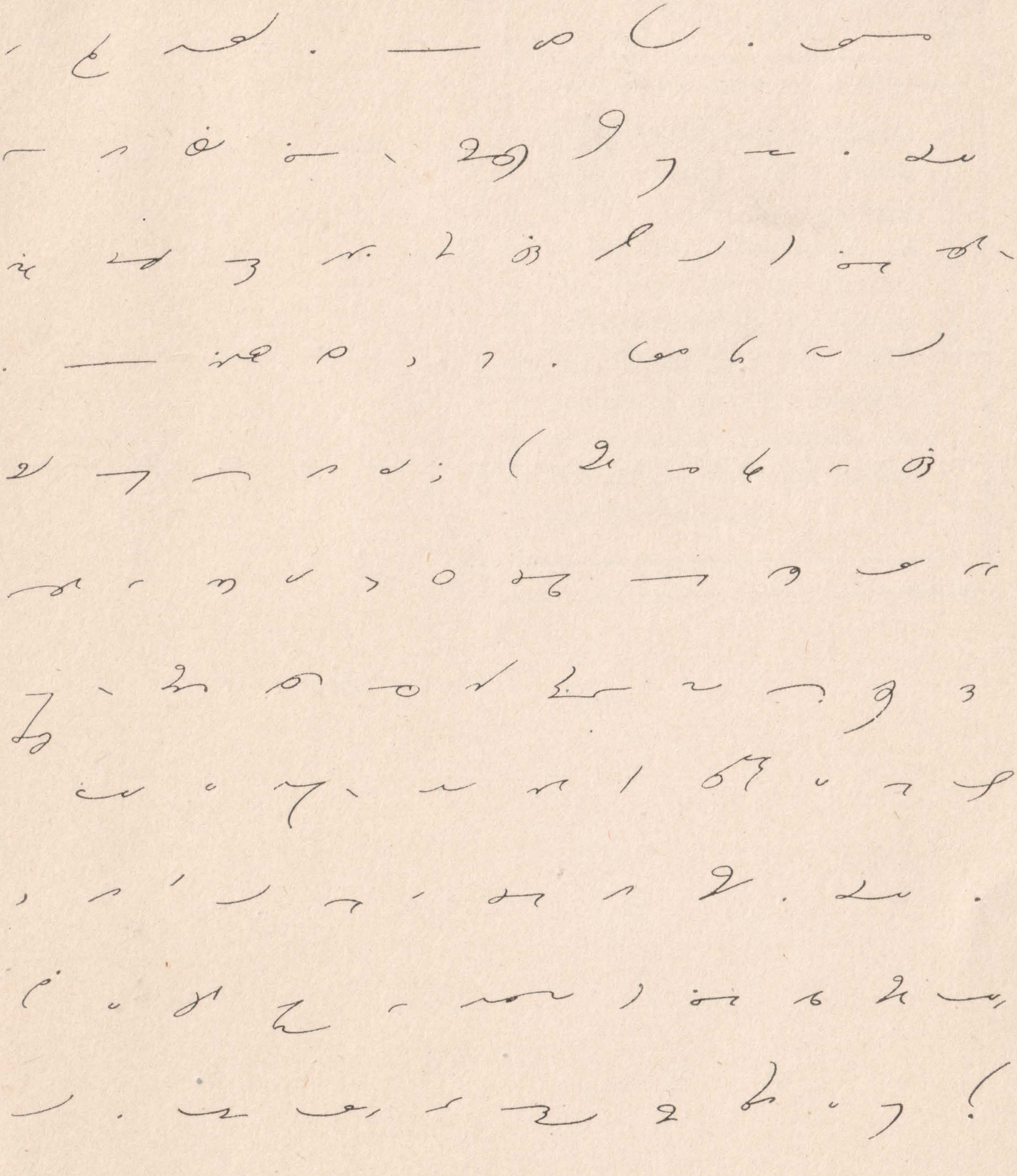


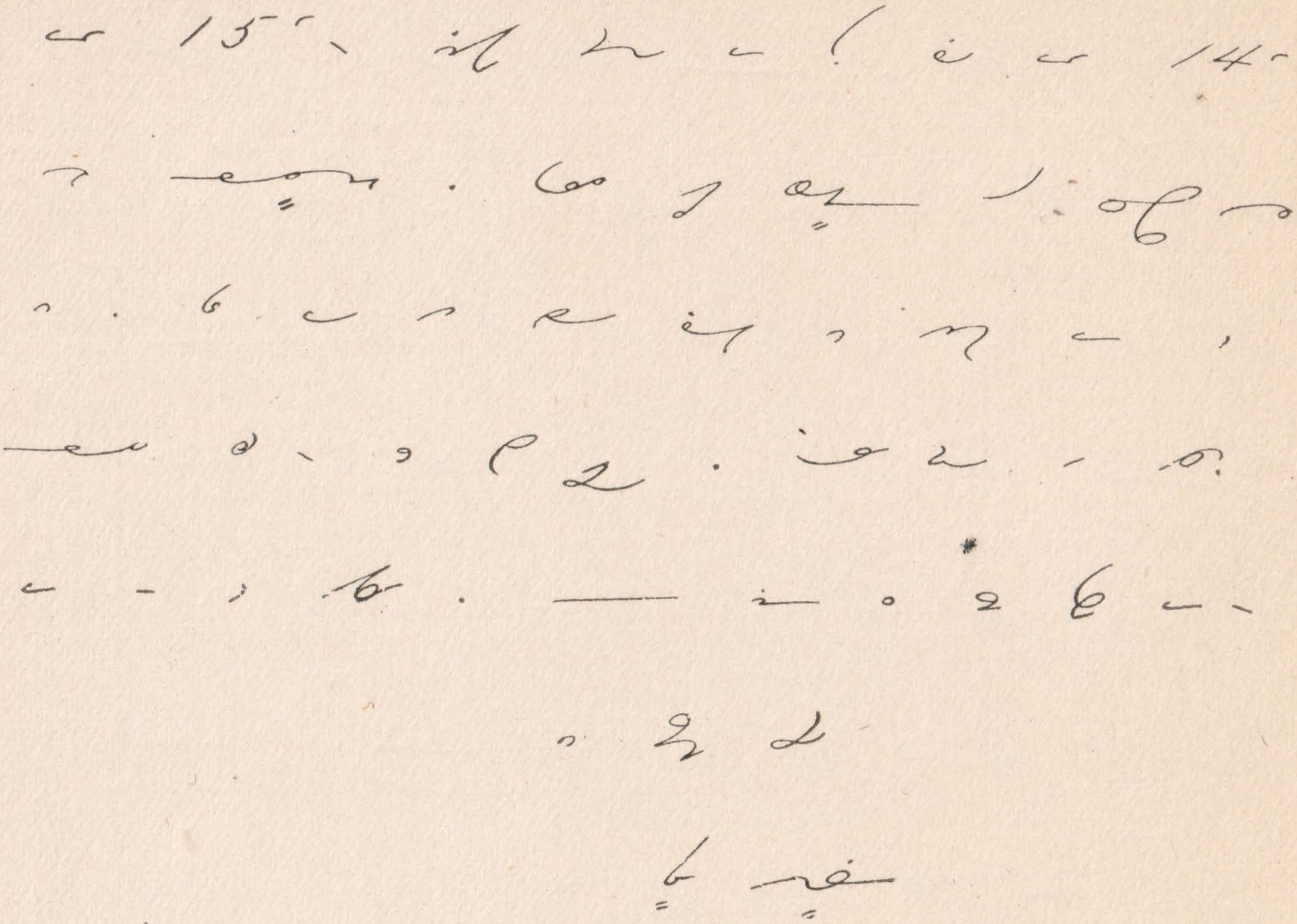






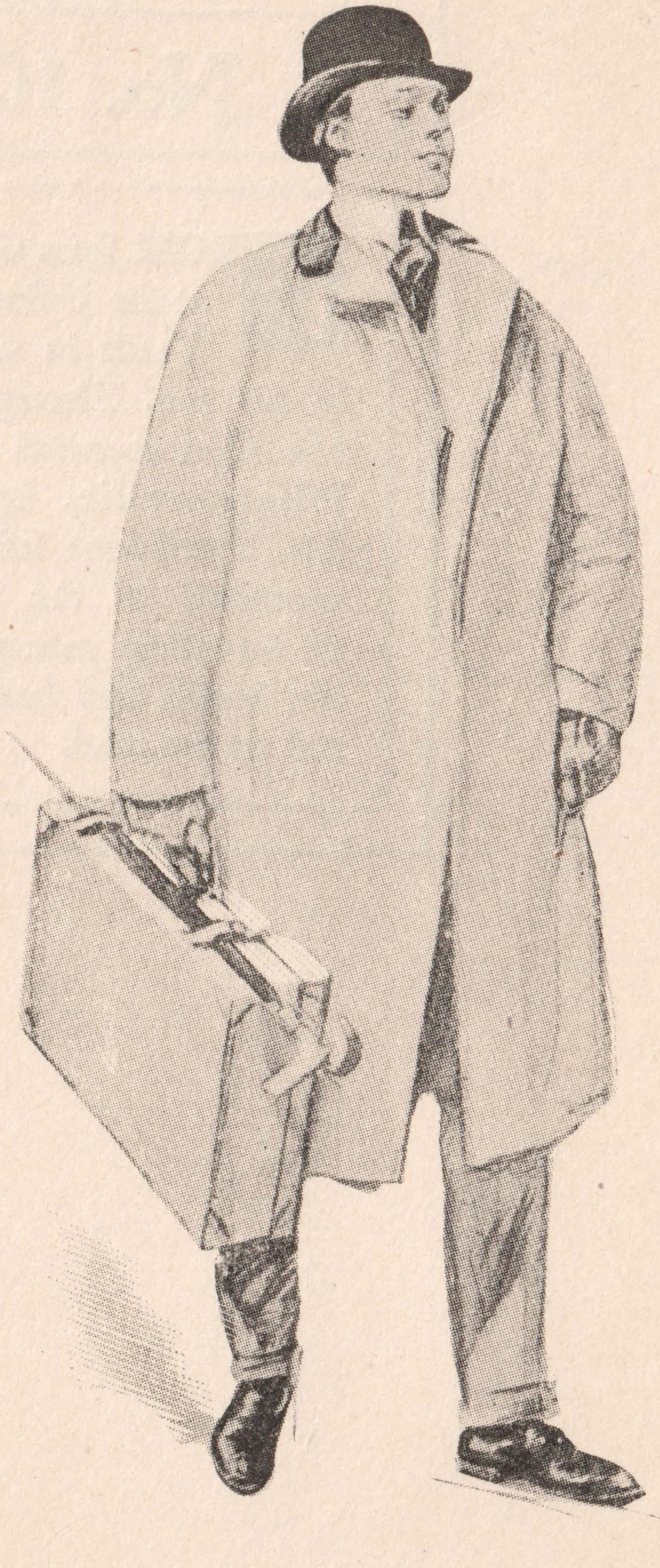
"Charlie Chase told me he was President of the Klondike Exploring, Gold Prospecting and Immigration Company."





No. 10

FROM John Graham, at the Union Stock Yards in Chicago, to his son, Pierrepont, at the Commercial House, Jeffersonville, Indiana. Mr. Pierrepont has been promoted to the position of traveling salesman for the house, and has started out on the road.



" You looked so blamed important and chesty when you started off."

